Trade and Industry

12 November 1976 35p

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Trade and Industry

12 November 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

Part of the 110kV electrical power substation supplied by Hawker Siddeley Power Engineering Ltd, Chelmsford at a new chemical works in Cork. The company is involved in electrification and power generation projects in many parts of the world. Photo by John Lawrence, London.

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ABC

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Minister attacks uncompetitive pricing

'The options are open for the next phase of prices policy when the present price code expires in the middle of next year,' Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, said last week. He was speaking at a lunch of the East Midlands Group of the Institute of Public Relations.

Mr Maclennan continued: 'The government will shortly be entering into discussions with interested organisations about these options. There will be an opportunity to consider the pros and cons of moving towards a more selective approach to prices. But the need for close scrutiny and surveillance of prices will continue. It is unrealistic to suppose that all controls could be dismantled. The question remains, however, of whether a price control machinery can be made more positive, more flexible and more selective so that it is more in tune with the objectives of the industrial strategy.

'Priority will have to be given to tackling prices in sectors where competition is less than fully effective. For example, the abolition of cartels as a result of the Restrictive Trade Practices Act 1956 has been followed by the rapid growth of concentration in British industry. This has made easier the emergence of price parallelism and price leadership over wide sectors of industry following the disappearance of price agreements. Such behaviour may result in substantial economic detriment.

'The Monopolies Commission report on Parallel Pricing points out that as the stimulus of competition is absent in such situations the practice adds to inflationary pressures. The commission has listed over 60 industries where it is alleged that parallel pricing exists. Complaints and investigations have brought to light many more cases. In some cases, the remedy may be to stimulate more competition, in others it may be to accept a degree of monopoly power but to introduce an external check to ensure that this does not lead to monopoly profits or monopoly prices.'

Monopolies report on frozen foods

Roy Hattersley, Secretary of State for Prices and Consumer Protection, is asking the Director General of Fair Trading to start discussion with Birds Eye and, where appropriate, other suppliers in the light of the Monopolies and Mergers Commission report on frozen foodstuffs, published on 10 November.*

In reply to a parliamentary question, John Fraser, Minister of State for Prices and Consumer Protection, said that the commission had found that a monopoly situation existed in the supply of frozen foodstuffs in that Unilever Ltd supplied at least one-quarter of the reference goods, mainly through its Birds Eye subsidiary. The commission reported that, apart from Birds Eye, the market leader, there were two other major processors of frozen foods: Ross Foods (Imperial Group) and Findus (Nestle), each of which had approximately 11 per cent of the market. There were also some 150 other processors of frozen foods.

In the light of that report Mr Fraser said that the Director General of Fair Trading was being asked to discuss with Birds Eye and other important suppliers the implementation of the committee's recommendation on discounts for reserving freezer cabinet space. He was also asking the director general to discuss Birds Eye's own plans for changes in its retrospective and other discount arrangements, with a view to securing a new discount structure of a sort likely to encourage competition and efficiency in distribution. Finally, he was asking him to confirm that Birds Eye has stopped making loans of refrigerated cabinets to retailers, and to discuss with the company its plans to break even on its sales of County Fair products in the near future.

* Supply in the United Kingdom of Frozen Foodstuffs for Human Consumption, House of Commons Paper 674, available from HMSO price £1.50.

Guide to industry in Yorkshire and Humberside

Four thousand industrial companies in Yorkshire and Humberside are described in a new guide by the region's Development Association. The guide concentrates mainly on the manufacturing sector and gives details of company activities, size and group affiliations. Also included are the names of the executives to whom business inquiries can be addressed.

The Company Guide has been published by the Yorkshire and Humberside Development Association with the aim of stimulating buying and selling activity between local industries as a precursor to growth.

The 236-page publication can be obtained for £13 from the marketing company who were commissioned to undertake the research and production work: Yorkshire Industry (Information and Services), 85 Gay Lane, Otley, West Yorks. The editor is Gilbert Johnson who also produces the Association's regular news bulletin, the *Yorkshire and Humberside Development Digest.*

David Lane, managing director of Doulton Tempered Glass Ltd, shows the Duchess of Gloucester the many applications of Permatuff toughened glass during a recent visit to the firm's Bradford factory. At present some £500,000 of orders – almost a third of the company's turnover – comes from their export activities and the aim for 1977 is 40 per cent.

National Committee on Computer Networks holds first meeting

The National Committee on Computer Networks has held its first meeting. The committee is to act as a co-ordinating body to advise on policy for the installation and operation of computer networks, on technical standards and the protection of the interests of users and private citizens.

As announced in May the committee's chairman is Dr J. Howlett. Other members are:

Mr W. R. Atkinson
Director, Central Computer Agency, Civil Service Department.
Professor G. Black
Professor of Computation, University of Manchester. Director of the University of Manchester Regional Computer Centre.
Mr B. Bolton
Ferranti Ltd.
Professor R. F. Churchhouse
Head of Department of Computing Mathematics, University College, Cardiff.
Mr D. W. Davies
Superintendent of the Division of Computer Science, National Physical Laboratory.
Mr D. Firnberg
Director, National Computing Centre.
Mr J. A. Freer
Managing director, CPI Data Peripherals Ltd.
Mr B. J. Gibbens
Deputy chairman, Computer Analysts and Programmers Ltd.
Mr. P. M. R. Hermon
Group management services director, British Airways.
Mr B. J. Keyte
National Westminster Bank Ltd.
Mr M. P. Lam
Under secretary, Department of Industry. Head of Computers, Systems and Electronics Division.
Mr H. W. F. Mingaye
Ford Motor Co Ltd.
Mr K. Nicol
Computer Sciences International (UK) Ltd.
Mr N. C. Pollock
Director, Management Services, British Steel Corporation.
Mr B. Stanley
General secretary, Post Office Engineering Union.
Mr J. F. P. Thomas
Director, Network Planning, Post Office.

There will be a full-time secretariat, and Mr D. M. Audsley, at present with the European Space Agency in Italy, has been appointed as its director. Mr Audsley will be able to take up his post in the new year.

The committee will keep the Secretary of State for Industry informed of its activities, publish an annual report and issue public statements as it considers necessary.

Advisory committees in related fields, including the Data Protection Committee and the Post Office Review Committee, are already sitting.

£1 million printed circuit board plant opens in Scotland

A new purpose-built printed circuit board plant, representing a total investment of £1 million, was officially opened recently at the Hillend, Fife, factory of Marconi Space and Defence Systems Limited, by Gregor MacKenzie, Minister of State at the Scottish Office. The new plant is the latest addition to Marconi's Hillend establishment which currently employs some 2,000 people in production, engineering, planning and support staff.

Marconi Space and Defence Systems is engaged in the design, development and production of a wide range of products in military communications and data systems, automatic test equipment, satellites, electronic counter measures, arming and fuzing, radar control, naval systems, missile guidance, satellite instrumentation and ground terminals, control engineering, simulators and trainers. Photograph shows, (left to right), Col R. C. B. Chancellor, Group Captain D. R. Locke, Gregor MacKenzie, Vice Admiral Sir Anthony Troupe, and Mr R. J. Bleasdale of the Scottish Development Agency looking at a display of units of the Clansman vhf vehicle radio which is manufactured by MSDS.

Fruehauf Corporation and Crane Fruehauf – reference to Monopolies and Mergers Commission

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided to refer the proposed acquisition by Fruehauf Corporation of Crane Fruehauf Ltd to the Monopolies and Mergers Commission for investigation and report, under the merger provisions of the Fair Trading Act 1973. The commission are being required to make their report within five months.

The decision to make a reference to the commission does not in any way prejudge the question whether or not the merger concerned is contrary to the public interest. It is for the Commission to report on this after investigation.

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CAA annual statistics 1974 and 1975

What is claimed to be the most extensive collection to date of United Kingdom civil aviation statistics has just been published in *Civil Aviation Authority Annual Statistics 1974 and 1975**. It gives much greater detail of the activities of UK airlines than previously.

For the first time tables are published showing the expenditure on personnel by individual airlines and the numbers they employ. The airline financial statistics include for the first time a table of output measures so that financial results and outputs can be compared over the same annual period.

The statistics of activities at UK airports are presented in similar detail to the 1973 edition. A notable addition is a table providing estimates of passenger movements between planning regions and airports in 1975. It was originally published in a CAA survey on origins and destinations of passengers at UK airports, now updated to 1975.

The detailed statistics published now reflect the revised system of statistical collection introduced by the CAA on 1 January 1974.

* CAA Annual Statistics 1974 and 1975 (CAP 386), published by the Civil Aviation Authority, price £10.00. Copies from CAA, PO Box 41, Cheltenham, Glos, or to personal callers from the CAA Central Library, Aviation House, 129 Kingsway, London WC2B 6NN.

CAA to inquire into European fares

The Civil Aviation Authority proposes to undertake a public consultation with the scheduled airlines and representatives of users to examine normal economy fare levels between the UK and the rest of Europe.

Domestic fares in the United Kingdom have been dealt with for some time by a process of public hearings, and the authority feels that it should institute a public examination of these European fare levels which have been under discussion between the authority and British airlines.

It is proposed that the public consultation should be held during January; scheduled fares need to be discussed with governments at the other end of the routes and this date should allow time for the necessary discussions before any new fares come into operation for the summer season. Representatives of European airlines will be welcome to attend the consultation.

The authority has in mind that the decisions taken in the light of the consultation should be put into effect from 1 April next.

£8 million contract for Appledore Shipyard

Appledore Shipbuilders Ltd have secured from British owners contracts totalling about £8 million for five generally similar cargo ships, four of them of 1,599 gross tons, and one slightly smaller. These are especially designed 'short-sea' ships for the carrying of general cargo and containers. One of the shipping companies states that Appledore Shipbuilders have been able to offer particularly attractive prices.

Appledore Shipbuilders have announced that they have signed a contract to 'jumboise' two 1,200 ton d.w. ships, the *Norman Commodore* and *Island Commodore*, for Commodore Shipping Ltd by building and inserting a 32 ft mid-body which will increase the carrying capacities by about 25 per cent.

Prevention of Fraud (Investments) Act 1958

The following changes have taken place in Parts 1, 4 and 5 of the 1976 edition of 'Particulars of Dealers in Securities and of Unit Trusts' published in May.

PART 1 HOLDERS OF PRINCIPALS' LICENCES

Name	Nationality of country of incorporation	Address
ADDITIONS		
Abingworth Ltd	Great Britain	26 St James's Street, London SW1A 1HA
Robert Sandell and Co Ltd	Great Britain	27 Chancery Lane, London WC2A 1NF
Towry Law Investment and Advisory Services Ltd	Great Britain	Capel House, 54 New Broad Street, London, EC2M 1RR
CHANGE OF NAME		
Bridge Talisman Fund Managers Ltd	Great Britain	Plantation House, 5-8 Mincing Lane, London EC3M 3DX
TO		
Bridge Fund Managers Ltd	Great Britain	Plantation House, 5-8 Mincing Lane, London EC3M 3DX
CHANGE OF ADDRESS		
Bridge Fund Managers Ltd	Great Britain	Regis House, King William Street, London EC4R 9AR

PART 4 EXEMPTED DEALERS including TRUSTEE SAVINGS BANKS

Name	Registered office, principal place of business or principal place of business in Great Britain
CHANGE OF NAME	
Banco Urquijo Ltd	8 Laurence Pountney Hill, London EC4R 0BE
TO	
Banco Urquijo Hispano Americano Ltd	8 Laurence Pountney Hill, London EC4R 0BE

PART 5 AUTHORISED UNIT TRUST SCHEMES

Group and/or name and address of management company	Name of scheme	Name and addres of trustee
ADDITIONS		
Framlington Unit Management Ltd 5-7 Ireland Yard London EC4V 5DH	Framlington International Growth Fund	Lloyds Bank Ltd 72 Lombard Street London EC3P 3BS

CHANGES

The following changes have taken place in the entry for 'Bridge Talisman Fund Managers Ltd'.

In the 'Group and/or Management Company' column:

DELETE
Bridge Talisman Fund Managers Ltd
Plantation House,
5-8 Mincing Lane,
London EC3M 3DX

AND REPLACE BY
Bridge Fund Managers Ltd
Regis House
King William Street
London EC4R 9AR

and in the 'Name of Scheme' column:

DELETE
Bridge Talisman Capital Unit Trust
Bridge Talisman Exempt Fund
Bridge Talisman Income Unit Trust
Bridge Talisman International Unit Trust

AND REPLACE BY
Bridge Capital Unit Trust
Bridge Exempt Fund
Bridge Income Unit Trust
Bridge International Unit Trust

AMALGAMATIONS

Slater Walker Consolidated Trust, Slater Walker Investors Second General Trust, Slater Walker Investors General Trust, Slater Walker Commercial Consolidated Trust and Slater Walker Unit D Trust have amalgamated with Slater Walker Hundred Securities Trust (now renamed Slater Walker Commercial and Industrial Trust).
Slater Walker Investment Trust Unit Trust has amalgamated with Slater Walker Unit Fund of Investment Trust Shares.
Slater Walker International Consumer Fund has amalgamated with Slater Walker Global Growth Fund.

TERMINATIONS

Slater Walker Consolidated Trust, Slater Walker Investors Second General Trust, Slater Walker Investors General Trust, Slater Walker Commercial Consolidated Trust and Slater Walker Unit D Trust will all terminate pursuant to their amalgamation with Slater Walker Hundred Securities Trust.
Slater Walker Investment Trust Unit Trust will terminate pursuant to the amalgamation with Slater Walker Unit Fund of Investment Trust Shares.
Slater Walker International Consumer Fund will terminate pursuant to its amalgamation with Slater Walker Global Growth Fund.

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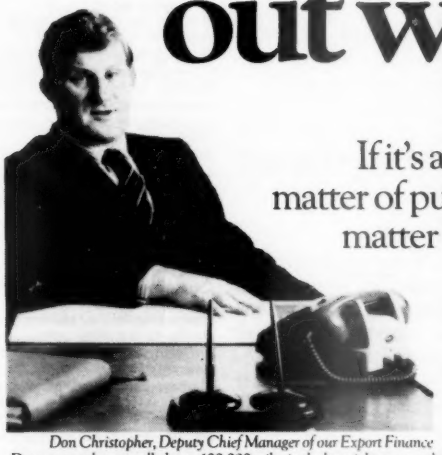

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ENCIRCLE TI 259 ON PAGE 470 FOR FURTHER INFORMATION

Next two years to see 'dramatic increase' in visitors to Britain

By 1978 Britain can expect a 25 per cent increase in world visitors from 10 million to 12¼ million a year, with spending going up dramatically from 1976's estimated £2,000 million. This was the optimistic prediction made in New York by Leonard J. Lickorish, Director General of the British Tourist Authority, on 28 October.

Speaking to a meeting of 60 British companies and organisations in the travel field, at the Time-Life Building, he stated that Britain's tourist income now equals one-third of the United Kingdom's oil imports or one-third of her imported food bill.

Among other hopeful trends he noted that visitors are spreading over the country and taking the pressure off London (50 per cent of bed nights are now spent outside the capital). Also that more than 60 per cent of visitors now come outside the peak period of July, August and September. Citing the enormous importance of the tourist trade, he noted that 1 million British jobs now depend on it.

Mr Lickorish concluded 'value for money and visitor satisfaction are the basis of our business'. He predicted that by 1978, 1,850,000 American visitors would spend $560 million a year in Britain. He saw dramatic growth ahead in conference and business meetings and in exhibitions.

Lewis Roberts, BTA's director of marketing for North America, predicted a major rise in American business in 1977. He attributed 1976's successful season to the fact that BTA was the one European tourist office which increased promotion when the situation was gloomiest in 1975.

He stated that 1977 offered two excellent opportunities to attract visitors: the Queen's Silver Jubilee Year and the International Gathering of the Clans in Scotland. He outlined BTA's special plans, the centrepiece being 'Operation Friendship' by which 2¼ million ex-servicemen (stationed here in World War II) will be invited back to Britain in 1977 for the Silver Jubilee. They will be offered special discounts on food, drink, and accommodation, as well as a courtesy card.

The luncheon address was given by Robin MacLellan, chairman of the Scottish Tourist Board, who called on all present to get behind BTA and help its effective job of promotion. He made a strong case for Scotland's place in the marketplace of British tourism.

Two government factories at Blackpool

Work has started on two advance factories for the Department of Industry on a site in Bristol Avenue, Blackpool. One factory is of 900m² (10,000 sq ft) and the other of 1,350m² (15,000 sq ft).

A contract worth about £222,000 has been awarded to William Livesey and Sons Ltd, of Blackburn. Architects are the Gilling Dod Partnership of Liverpool and quantity surveyors are A. E. Thornton-Firkin and Partners of Blackburn.

The premises should be ready for occupation in May 1977.

Inquiries regarding purchase or lease should be addressed to: Mr. P. M. Innes, Department of Industry, North West Region, Sunley Buildings, Piccadilly Plaza, Manchester M1 4BA, tel. 061-236 2171 (ext. 646).

Patents endorsed 'Licences of Right'

Under section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the date(s) specified.

Number	Grantee	Subject-matter
22 October 1976		
1,151,141	Agfa-Gevaert	Improvements in or relating to the dispersion of particles in an organic liquid
1,168,163	Agfa-Gevaert	Process for the manufacture of highly polymeric polyesters
1,253,518	Agfa-Gevaert	Silver complex diffusion transfer process.
1,293,543	Agfa-Gevaert	Photographic light-sensitive material
1,297,947	Agfa-Gevaert	Method of incorporating photographic ingredients into hydrophilic colloid compositions
1,299,868	Agfa-Gevaert	The production of direct positive silver images
1,301,661	Agfa-Gevaert	Electroconductive layers
1,302,196	Afga-Gevaert	Spectrophotometer
1,314,344	Agfa-Gevaert	Light-projecting apparatus
1,328,881	Agfa-Gevaert	Electro-photographic development apparatus
1,335,972	Agfa-Gevaert	Merocyanine dyes and their use in photography
1,336,171	Agfa-Gevaert	Photographic water-insoluble compounds
1,338,900	Agfa-Gevaert	Photographic materials
1,356,921	Agfa-Gevaert	Improvements in or relating to the preparation of silver halide emulsions
1,356,922	Agfa-Gevaert	Continuous flow mixing apparatus
1,357,881	Agfa-Gevaert	Photographic materials
1,358,157	Agfa-Gevaert	Improvements in or relating to the preparation of mixtures
1,378,675	Agfa-Gevaert	Benzoylacetanilide yellow forming colour couplers for photographic silver halide material
1,379,813	Afga-Gevaert	Benzoylacetanilide yellow forming colour couplers for photographic silver halide material
1,380,052	Agfa-Gevaert	A process for the application of a magnetic sound stripe to a motion picture film material
1,396,271	Agfa-Gevaert	Recording material
1,407,991	Agfa-Gevaert	Improvements relating to the production of positive colour images
1,413,288	Agfa-Gevaert	Improvements relating to heat-sensitive recording materials
1,413,392	Agfa-Gevaert	2-pyrazolin-5-one derivatives as magneta-forming colour couplers for silver halide emulsions
1,416,996	Agfa-Gavaert	Direct-positive photographic silver halide emulsions
1,420,918	Afga-Gevaert	Radiographic film cassette.
1,422,157	Agfa-Gevaert	Improved electron beam-recording material
1,422,336	Agfa-Gevaert	Electrophotographic recording material
1,426,431	Agfa-Gevaert	Development of direct-positive silver halide elements
1,206,433	Regie Nationale des Usines Renault and Automobiles Peugeot	Improvements in electric contact units of cable control devices
1,245,846	Regie Nationale des Usines Renault and Automobiles Peugeot	Improvements in unit power plants
1,293,960	Regie Nationale des Usines Renault and Automobiles Peugeot	Improvements in or relating to change speed mechanisms
1,127,494	Regie Nationale des Usines Renault	Automatic change-speed gear control mechanism for automobile gearboxes
1,153,635	Howard S. Cooke and Co. Ltd	Improvements relating to fastening devices
1,325,309	E.M.I. Ltd	Improvements relating to electron multiplying electrodes
1,413,122	Nippon Victor Kabushiki Kaisha	Color television signal generating apparatus
25 October 1976		
1,350,229	Agfa-Gevaert Aktiengesellschaft	Indazolone derivatives, their preparation and use as colour couplers
1,351,885	Agfa-Gevaert Aktiengesellschaft	Improved silver halide photographic materials.
1,373,432	Agfa-Gevaert Aktiengesellschaft	A process for the production of photographic images
1,413,017	Agfa-Gevaert Aktiengesellschaft	Process for the production of photographic images
1,126,945	Rupert Charles Meredith Arthurs	A platform device for use on a stairway
1,244,939	British Steel Corporation	Manganese control in oxygen fuel refining processes
1,270,162	O.F.I.C. Omnium Francais Industriel et Commercial	Impregnation of cardboard and felt
1,285,187	E.M.I. Ltd	Improvements in or relating to windows for transmitting microwave energy
1,305,872	Standard Telephones and Cables Ltd	Arrangement for coupling injection lasers to optical fibres
1,364,461	EMI-Varian Ltd	Improvements in or relating to tuning arrangement for resonant cavities
1,373,950	Lamberton and Co. Ltd	Improvements in or relating to the shearing of metal billets into pieces of equal length

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Share register survey – Mr Varley replies to Mr Heseltine

The following is the text of a letter which Eric Varley, Secretary of State for Industry, sent on 2 November to Michael Heseltine, MP.

'In your letter of 29 October you ask about the share register survey which my department is currently conducting and about the political implications of it.

'I much regret that you have chosen to refer this matter to the Ombudsman and have released your letter to the press before giving me the opportunity to reply. In the light of what follows I am sure you will agree that there is no case for the Ombudsman to investigate. Also, there are no grounds for concern about the motivation of this statistical survey. Nor are there grounds for concern about the integrity of the officials carrying it out. In fact I understand they were making plans to carry out the survey as early as 1973.

'The exercise in question is a purely statistical survey, designed to obtain up-to-date statistics of the proportion of listed companies' shares which are held by different categories of holder (persons, insurance companies, pension funds, charities, investment trusts, etc.). The results will be of interest to all those concerned with company finance both in government and outside, and the Royal Commission on Income and Wealth dealt at some length in their second report with the need for a survey of this kind. Data of this kind will be useful in explaining the flow of funds between different sectors of the economy. A knowledge of the sources of finance of companies will help to explain their behaviour and the movements of funds between them and other companies and institutions. Topics to which the results of the survey will be particularly relevant are the extent to which the balance between share ownership by persons and by institutions is changing, the distribution of ownership and therefore of control of companies, and who provided finance for companies by way of investment in shares.

'Similar surveys of this type have been carried out by the Department of Applied Economics at Cambridge in respect of holdings in 1957, 1963 and 1969 as part of a study into the wealth of different sectors of the economy. The last survey in which the beneficial ownership of shares as opposed to the registered ownership of shares was fully investigated was the 1963 survey so that the only available information is very out-of-date. That survey was financed by the Bank of England and other institutions of the City of London.

'The postal inquiry about which you have had complaints is a small part of the whole exercise. It consists of a small sample of about 3,600 shareholdings whose owners are asked to state whether or not they are the beneficial owners of the shares or whether they hold them in trust for others or for a club or charity and so on. The information provided will, as the inquiry letter says, be treated in strict confidence and will not be seen by anybody except by the persons working directly on the analysis. The forms will be destroyed when all the survey analyses have been completed. The inquiry is entirely voluntary; there is no compulsion on anybody to reply as the inquiry letter makes clear. This problem of beneficial and registered ownership also applies to other holdings such as those by nominee companies owned by the banks. Corresponding inquiries are being made to these nominees and the British Banking Association has been most co-operative in helping us to obtain similar information from their members. The survey has the support of the Bank of England and the Stock Exchange.

'The intention to carry out the survey was announced in *Statistical News* No 31, November 1975, which gave a brief description of the work proposed, and it has also been referred to in other articles published by the Government Statistical Service. A lot of what I have said already has been covered in recent parliamentary questions.

'The companies whose registers have been examined are a random stratified sample of 300 chosen from all companies with a listing on the UK Stock Exchange. The inclusion of any particular company in the sample was a matter of chance (except in so far as all the largest companies were included). From the share registers so chosen, a further sample of shareholdings has been chosen and it is from this list of shareholdings that the small sample of personal holdings for the postal inquiry has been selected. The sample represents about three in 10,000 of all personal holdings.

'From this explanation it should be quite clear that the survey has no connection with any plans for nationalisation. It is in no way connected with the NEB and I can confirm that the NEB played no part in any discussions about the survey. The list of companies included in the survey will be given when the results are published next year, but I will let you have the list before then if you wish.

'Following your example I am sending a copy of this letter to the press.'

Industry Act assistance: interest rates increased

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 are increased with effect from 8 November.

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being increased from 14 per cent to 14½ per cent for each interest free year.

The 'concessionary' rate of interest on loans for employment-creating projects (Category A) is increased from 11 per cent to 11½ per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (Category B) is up from 14 per cent to 14½ per cent.

A £300,000 investment in Mycalex and TIM Ltd (Mycalex) was announced last week by Small Business Capital Fund (SBCF), the development capital arm of the Co-operative Insurance Society. Mycalex's main business is producing small electric motors, domestic appliances, ticket issuing and passenger control equipment and electronic data logging equipment. At present the group's turnover is around £4 million and they have developed a very healthy export market. Chairman and chief executive Michael Ingrams (centre) commented: 'Until now Mycalex has been financed by retained profits and from family sources . . . SBCF shares our confidence in the group's future and meets our requirement for a major source of long term capital without having to yield control of the company'.

More vegetable prices to be monitored

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has asked the Price Commission to keep watching potato prices for another season and to monitor other vegetable prices as sell.

Replying to a parliamentary question from John Cartwright, (Greenwich, Woolwich East), about steps being taken to protect the consumer from excessive prices and profits arising from the drought, Mr Hattersley explained that the potential problem was limited to potatoes and other outdoor vegetables.

Since the beginning of 1976 the Price Commission had been monitoring prices and distributors' margins on potatoes he said and added that no evidence had emerged from the commission's reports to suggest that distributors have taken advantage of the consumer. 'Nevertheless since this year's potato crop was likely to be no greater than last year's,' he said, 'I have asked the Price Commission to continue this monitoring throughout the 1976/77 season.'

Because of the possibility of relatively short supplies of some other outdoor vegetables, Mr Hattersley said that he had asked the commission to carry out similar checks in relation to prices and margins for cabbages, cauliflowers, brussels sprouts, carrots and turnips. In addition he said that he had instructed them to keep under review the retail prices of dehydrated potato and other foods – rice, pasta, and frozen and canned peas – to which consumers had turned last year and might turn again this year to replace those foods in short supply.

Clearance of merger proposal

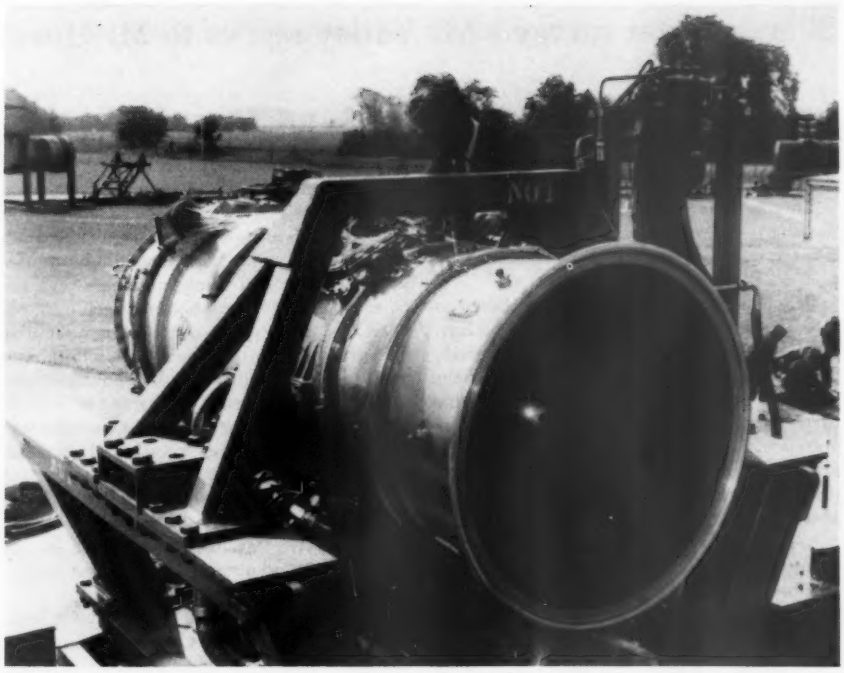
Roy Hattersley, Secretary of State for Prices and Consumer Protection has decided, on the information at present before him, not to refer the following merger to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

The rubber chemical interests of Imperial Chemical Industries Ltd and Rhone Poulenc SA

Proposed acquisition by Babcock and Wilcox of Herbert Morris

On 22 October 1976 Roy Hattersley, Secretary of State for Prices and Consumer Protection, referred to the Monopolies and Mergers Commission for investigation and report, under the provisions of the Fair Trading Act 1973, the proposed acquisition by Babcock and Wilcox Ltd of Herbert Morris Ltd. The commission are also being asked to investigate and report on the existing merger situation between the companies resulting from the present holding of Babcock and Wilcox Ltd in Herbert Morris Ltd. The commission are required to make their report within three months.

The Monopolies and Mergers Commission wish to have comments or evidence on this proposal from interested parties. Any person or organisation wishing to give such evidence should therefore write as soon as possible to: The Secretary, Monopolies and Mergers Commission, New Court, 48 Carey Street, London WC2A 2JT.



Development testing of the new Rolls-Royce RB 401 business jet turbofan engine is confirming the engine's ability to meet its three main design requirements. These are good performance linked with low fuel consumption, noise levels in line with anticipated future limits and low pollution levels. The RB 401 benefits from experience gained in the design and development of two notable Rolls-Royce engines – the RB 211 and the M45 H – which have a worldwide reputation in the 'quiet' engine field. Entry into service is scheduled for 1980.

Weights and Measures (Testing and Adjustment Fees) Regulations

Regulations – the Weights and Measures (Testing and Adjustment Fees) Regulations (SI 1976, No 1807) – prescribing increased fees to be paid to weights and measures inspectors for the testing of weighing or measuring equipment with a view to it being passed as fit for use for trade and stamped – were laid down before parliament on 8 November, to come into force on 13 December 1976.

The regulations also prescribe the fees to be paid for the adjustment of weights or measures when a weights and measures authority provides an adjusting service.

The fees were last increased in September 1975, and increases are now required because of higher costs incurred by weights and measures authorities in carrying out this work.

'Towards a comprehensive manpower policy'

The Manpower Services Commission's top priority is to help the country's economic recovery, say a report entitled 'Towards a Comprehensive Manpower Policy', published by the commission on 1 November.

'Manpower is a key resource,' says the commission. 'It should be in the forefront of the government's industrial strategy and not treated as a residual factor as so often happens at the moment.'

The report – a first step towards a long-term comprehensive manpower policy for this country – sets out priorities for the commission and the steps the commission will take to help to secure and underpin economic recovery.

'Even on the most optimistic assessment unemployment will remain at a historically high level until 1978-79,' says the report. The government's unemployment target of 700,000 during 1979 means that about 900,000 new jobs are needed by that time, most of them contributing to production. This will involve substantial structural change and redeployment as industry becomes more competitive and expands. 'The rapidity of the changes compared with past recoveries, the prevailing levels of unemployment and the nature of the strategy itself require a more positive role for manpower policy.' Moreover, 'there is a a more general sense in which people will need to be more flexible in their working lives, more adaptable and more mobile'. All these factors present 'a major challenge for the commission to shape its policies in such a way as to solve these intractable difficulties'.

The 76,000 tonne deadweight bulk carrier *Jalavihar* glides down the slipway during her launching from Scott Lithgow's Kingston shipyard near Glasgow. The vessel is on order for the Scindia Steam Navigation Co of Bombay where she will be used to carry iron ore. The ship is the fourth in recent years to be built for India by this shipbuilding group.

The commission will give special priority to providing training in skills essential to industrial recovery; helping and encouraging employers to train and retrain their own employees in such skills; improving arrangements for handling redundancies and completing modernisation of the employment service.

The commission singles out young people for major attention. 'It is fundamental to raising the skills and knowledge of the country's workforce to ensure that young people have adequate vocational preparation for their working lives.' The commission will follow through major initiatives already started.

Chemical industry: international cooperation to be discussed at symposium

International economic and technical co-operation in the chemical industry will be discussed at a symposium in Hungary next year.

The symposium, which is being organised by the Chemical Industry Committee of the United Nations Economic Commission for Europe (ECE), will be held at the invitation of the Government of Hungary in Budapest from 9 to 13 May 1977.

The programme of the symposium will include a visit to the Tiszai Vegyi Kombinat, one of the largest chemical works in Hungary.

Sixteen papers will be presented by 10 countries, including the United Kingdom, and by the International Labour Office. They range from discussion of the various types of co-operation, and their possibilities and limitations, to accounts of co-operation in specific sectors of the chemical industry. The latter include descriptions of projects relating to plant protection products, the synthetic dyestuffs industry, and the design, manufacture and site erection of rotary dryers for fertiliser complexes.

Delegations to the symposium will be nominated by governments. Participants must register with the Industry Division of the ECE Secretariat in Geneva by 1 December 1976.

For further details and a full list of papers please telephone the Department of Industry (01-212 0383).

Continental Shelf report for year 1975-76

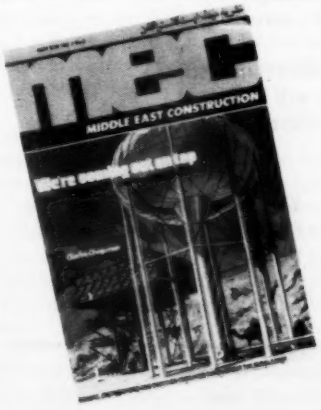
The annual report of the Secretary of State for Energy, under the Continental Shelf Act 1964, for the year 1975-76 (HC 640) was published on 4 November.

The report gives details of the licences granted between 1 April 1975 and 31 March 1976 to search for oil and natural gas in areas beyond the low-water mark, the licences held at the end of the year, and the method of calculating initial and periodic payments and royalties due under the licences.

During the period covered by the report, 18 production wells and 114 other wells were drilled on the United Kingdom Continental Shelf, as compared with 19 and 99, respectively, in 1974-75.

In the year ending 31 March 1976, 37,629 million m^3 of natural gas were produced from the West Sole, Leman Bank, Hewett, Indefatigable, Viking and Rough gasfields. The previous year's production amounted to 35,463 million m^3. During 1975-76, 352,423 metric tons of condensate were produced; production of this during 1974-75 was 332, 483 metric tons.

In addition 2,290,641 metric tons of oil were produced from the Forties, Argyll and Auk oil fields which came on stream during the year.



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Industrial strategy – a progress report

First reports by the 37 sector working parties established during the first round of the industrial strategy were considered by the National Economic Development Council in July. At that meeting the government, CBI and TUC made it clear that they were committed to making a success of the industrial strategy. This article discusses recent developments in the implementation of the first reports by working parties.

Getting the reports properly discussed was a first priority. The Secretary of State for Industry (and other sponsor ministers) wrote to the chairmen of 300 leading companies in the strategy sectors inviting them to discuss the implications of the reports with their workpeople. Ministers also wrote to 50 trade union general secretaries asking them to encourage their members to participate fully in talks within companies.

Nearly 150 chairmen have replied direct to ministers – the vast majority taking a very positive attitude to the strategy. Some chairmen have given a detailed account of actions being taken in their firms which accord with the recommendations, and many raised points on relevant aspects of government policy – for example, on inflation and its impact on future capital investment; on the scope for assisting product development; or on problems affecting their international trading performance.

All these matters are being carefully considered by the departments concerned and are being brought to the attention of the sector working parties who will be able to take them into account in continuing their work. The replies being sent direct to the National Economic Development Office will also be given to the working parties.

The sector working parties themselves have also disseminated their reports widely – initially mainly to trade associations and trade unions, to ensure that every firm of any size gets copies.

Some working parties have begun to follow up the initial distribution, for example, by visits of their members to individual plants, presenting the report to companies and seminars with senior management. This action will be developed. In two heavily fragmented industries – Clothing and Wool Textiles – Nedo is using leading industry executives to make presentations on the industrial strategy at plants and to seek commitment from company management and labour. This pilot scheme may be extended.

The CBI has set up an Industrial Strategy Management Liaison Group of representatives from all the working parties. This group acts as a means of communication between the management members of the council and the management members on the working parties. Also members of the CBI have been kept informed of the aims and progress of the industrial strategy and their attention has been drawn to the reports.

The TUC will be meeting trade union members of the sector working parties to discuss the progress of the exercise, the dissemination of information and a trade union approach to industrial strategy discussions inside companies. The TUC has asked trade union representatives on working parties to ensure that reports go to senior union representatives in each company.

Responses to the initiatives which have been taken serve to underline the value of the reports and the excellent job the sector working parties did in the short time allowed.

ACTION BY THE GOVERNMENT

The government has now made final or interim responses to working parties on nearly all the recommendations addressed to it. A full report will be made to the council early next year. Following is a summary of action taken or government views on the main subject areas.

Investment incentives

Assistance schemes under section 8 of the Industry Act 1972, tailored to the needs of particular industries, are a means by which the government can help firms achieve the improvements called for in the working party reports. The schemes for the *printing machinery* and *textile machinery* industries, announced on 13 August, were drawn up in consultation with the working parties concerned, who stressed their importance particularly for developing new products. The response so far suggests a high level of interest which will soon be translated into firm applications.

The *ferrous foundry* scheme continues to make rapid progress and is on the way to transforming the industry, particularly in improving productivity, the flexibility of operations, product quality and working conditions. While the scheme predates the industrial strategy it is highly relevant especially in view of the widespread anxieties expressed by some working parties about bottlenecks in the supply of castings.

One hundred and twenty-seven applications have now been approved involving assistance of some £23 million for projects totalling nearly £110 million. A further 133 cases remain to be processed, involving projects totalling £150 million, and further applications are expected.

The main purposes of the *machine tool* scheme are the stimulation of product development and modernisation of facilities. The industry's early response was disappointing. But following the scheme's relaunch in August, with more generous terms, there are encouraging signs of greater interest – though it is too early for these to show through in

British Labour Statistics: Historical Abstracts 1886–1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.30)

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British Labour Statistics: Year book	**1969**	**£6.50** (by post £7.05)	**1970**	**£7.20** (by post £7.90)
	1971	**£7.20** (by post £7.75)	**1972**	**£9.00** (by post £9.70)
	1973	**£12.00** (by post £12.70)	**1974**	**£17.00** (by post £17.70)

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firm applications. Lord Brown, chairman of the scheme's advisory committee has been making a programme of promotional visits to areas where industry is strongly represented. The working party was consulted about, and welcomed, the relaunching.

The *clothing* scheme promotes investment and the rationalisation of facilities, and offers consultancy aid so that smaller firms can improve productivity. In terms of take-up of funds the outcome so far has been disappointing: 61 applications have been approved for assistance totalling £2.4 million towards projects and consultancies though 66 more cases involving projects costing nearly £13 million are being considered

The *paper and board* scheme is intended to promote the use of more indigenous fibre and thus to benefit the balance of payments. The working party welcomed the scheme and urged firms to make the fullest use of it. The scheme was announced in June: the first approval of an application has just been made and the total value of projects approved or under consideration is £22 million.

Applications have also started to come in under the *poultrymeat processing* scheme: 25 are being considered involving projects costing £9 million and possible assistance of £2 million.

A number of other sector working parties proposed that their industries might be candidates for further schemes. These proposals are being considered by the government.

The *accelerated projects scheme* which was designed to bring forward investment generally during the recession, is closed to further applications. The final requests are now being processed, and, if approved, will generate new investment additional to the £680 million already stimulated by the scheme (at a cost of £95 million). Projects supported should provide balance of payments savings in excess of £400 million by 1980.

Some working parties suggested an extension of the scheme. However, as the government had made it clear that the scheme was to be of strictly limited duration they did not consider this would be appropriate. Instead the Department of Industry are putting forward proposals for a further use of the powers under section 8 of the Industry Act 1972 directed at manufacturing industry to stimulate companies to undertake desirable new projects and thereby substantially improve their performance. These incentives would be available for application in areas of industry identified by working parties as requiring particular improvements.

Finance

Although the government has found it necessary to take measures to tighten credit and control the money supply the directional guidance to the banks to give priority to lending to industry remains in force. Investigations by the Bank of England and the clearing banks suggest that there is at present no shortage of funds for medium term lending to industry, nor is there expected to be in the foreseeable future. The Roll Committee, and its working party under Lord Seebohm, will be examining points made in working party reports, and considering whether any action can be taken to deal with them. Initially the working party is tackling the problems of excess risk attached to multi-million pound contracts.

Some working party reports made comments or recommendations concerning the Export Credits Guarantee Department. ECGD has replied to all these reports where points of procedure were concerned. In many such cases it is now clear that existing arrangements can meet the point which was raised. Some of the wider issues will be considered by the Roll Committee. Improvements in performance bond cover were announced by the Secretary of State for Trade on 3 November. (Details will be published in *Trade and Industry* next week.)

Price Code

The new Price Code which came into operation on 1 August incorporated substantial changes designed to permit industry to raise the funds needed to finance a higher level of activity, to increase employment and to instil the confidence needed to invest for the future. In making these changes the government took account of the weight of working party opinions and the changes made represent, in the government's view, a substantial move towards meeting these views.

Low cost imports and anti-dumping

Some working parties made representations on low cost imports. The government has made it clear that it does not rule out the temporary use of selective controls where the survival of particular industries is threatened by excessive imports which cause market disruption. In such cases the government has used the flexibility available, under our international agreements – for example for textiles, clothing, footwear and printing machinery.

Again working parties were worried that the protection available to British industry from dumped imports might be lessened as a result of responsibility for anti-dumping action being transferred to the EEC commission after 30 June 1977. To prevent this, there has been a close and continuing dialogue between UK officials and the commission. In addition the Secretary of State for Trade has discussed the question with the EEC Commissioner for Trade.

The criteria for action will remain the same because they will still be those of the Gatt anti-dumping code. Industries will retain the option of presenting their applications through the Department of Trade anti-dumping unit or to the commission. The UK anti-dumping unit will be available to advise and assist applicants whether the application is finally submitted to the commission or to the unit itself. The UK will take part in the discussions within the EEC anti-dumping committee to determine whether dumping has caused material injury and if so, what remedies should be applied.

At present the time taken to deal with applications on a community basis is approximately the same as in the UK. When the new arrangements apply in full to the UK the commission will have to handle extra work. Arrangements are being made to reinforce its staff.

Manpower

Most of the manpower recommendations the sector working parties made to the government fell into two main categories: shortages of skilled manpower and the need for adequate wage differentials. Recommendations applying to shortages of skilled manpower were referred to the Training Services Agency and the Industrial Training Boards. Since in the time available most working parties had only been able to indicate prospective shortages in broad terms they have therefore been asked to specify them more closely. The main task of rectifying shortages of skills will fall to the Industrial Training Boards, and special efforts have been made to ensure the closest possible liaison between them and the sector working parties.

Some working parties reported that one constraint on recruiting skilled and management grades was wage differentials. Their observations will be taken into account in any discussions on pay arrangements for the period after 31 July 1977.

A few working parties stressed the importance of encouraging workers with scarce skills to move from one part of the country to another. Financial assistance is available under a number of schemes to those who are unemployed or facing redundancy and who wish to find jobs elsewhere. In addition the Employment Services Agency and the Manpower Services Commission are reviewing geographical mobility and the constraints on it. A report is expected early in 1977. The points made by the working parties will be considered fully in this review.

Public purchasing and the role of nationalised industries

Action in hand includes:

1 New machinery is being set up to identify what can be done to encourage UK firms to match more closely the capacity of British industry with public sector requirements so as to reduce yet further the already very small proportion of public sector purchasing which comes from abroad.
2 Sir Raymond Brown is studying measures to help align nationalised industry specifications with overseas requirements for major items of plant and equipment. A first report covering telecommunications equipment was discussed at the 3 November meeting of the NEDC.
3 The report from the Advisory Panel of the Department of Trade Overseas Projects Group on co-operation between nationalised industries and their suppliers in major overseas projects was also considered at this council meeting.
4 The Public Sector Standardisation Team has a continuing programme of work to reduce variety and cut out wasteful proliferation of specifications in public purchasing.
5 The Central Policy Review Staff study on power station ordering is expected to be completed in November.

In addition Sir Frederick Warner, chairman, executive board, British Standards Institution, is studying working party recommendations in the file of engineering standards and specifications with a

view to promoting efficiency and exports. (This affects both public and private sectors.)

ACTION BY INDUSTRY

Steel

At the August NEDC meeting the then chairman of the British Steel Corporation outlined actions that were being taken by both the BSC and the British Independent Steel Producers Association in response to the reports of SWPs – many of which had expressed concern about steel supplies during the expected upturn in the economy. Working parties were asked for more precise details of the steel supply problems their members were experiencing or anticipating. Replies received so far indicate no new areas where initiatives to improve supplies are not already being taken. (In some cases, the complaints about steel supplies have turned out to reflect anxieties based mainly on past experience.)

The BSC has started a further counter-cyclical stockbuilding programme with the financial support of the government. By the end of 1976 stocks held by UK steel producers are likely to be around 1 million tonnes higher than at the beginning of the year. The BSC's counter-cyclical stockpile should help overcome supply problems in the private sector of the steel industry. The BSC and the private sector have recently completed an exhaustive review of the latter's expected semi-finished steel requirements up to 1978-79. The steel industry expects that the possible short term shortfall reviewed by this review, which could occur in the event of an early upturn, will be covered adequately by the BSC stockbuilding programme.

Earlier anxieties about possible steel shortages now have to be reassessed in the light of recently and likely future developments in the steel market. An early revival of steel demand is now thought both by UK steel producers and the European steel industry as a whole to be less likely. The world steel market is also far from buoyant, with significant margins of surplus steelmaking capacity in the major industrialised markets. These developments, in conjunction with the high levels of consumer and merchant stocks, suggest that UK steel industry's capacity should be adequate to meet demand – though problems in particular sectors cannot be ruled out.

National Enterprise Board

The National Enterprise Board is considering the scope for action, whether in the form of restructuring or the provision of investment capital, arising out of the first reports by working parties.

Sector working parties

Recommendations relating to short term constraints have been kept under close review by working parties in conjunction with supplier industries. Possible constraints are being referred to the working parties mainly concerned, maker/user contacts have been strengthened and specific market surveys undertaken.

Sector working parties are in the initial stages of considering longer-term recommendations. These recommendations which tend to include the major areas of productivity, market performance and manpower supply and utilisation – are often closely bound up with establishing medium term objectives for each sector. At this stage the working parties are concentrating primarily on further analysis of the problems, for example by improving the data base where necessary, or on establishing the necessary institutional links for carrying the recommendations forward. Following are examples of steps taken so far.

Productivity. Nedo's inquiry into worker attitudes in the ferrous foundries industries is well advanced. The Domestic Electrical Appliances working party is about to start a sample survey of plants to identify limits to the sector's productive potential, and the Clothing EDC has reached agreement on establishing a Productivity Centre following an audit of productivity services available to the industry. In other cases (for example, Printing Machinery) working parties are following through recommendations by means of detailed consultations with individual firms; or, as in the case of Pumps and Valves, working with trade associations to develop appropriate regional machinery for follow-up work.

Market penetration. Some working parties (for example, Fluid Power, Rubber Processing and Heating, Ventilating and Air-Conditioning Machinery), have had to try to improve their data base as a first step. Others (for example Scientific Instruments, Electronic Components, Food and Drink Processing Machinery) are establishing new arrangements for improving export performance, in some cases by establishing new marketing machinery.

Conclusion

Wherever possible the government has sought to make a practical response to the recommendations that were addressed to it in the working parties' first reports. Equally important, all parties associated with the industrial strategy have put a lot of effort into strengthening links with the shop floor. Overall an encouraging start has been made on making the industrial strategy a success in the long term.

Government sales

Ministry of Defence

Sales by auction

20 November 1976 – Furniture

Location
RAF North Coates, Lincs

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds LS2 8JH (tel. 0532-450898)

A small sale of approximately 600 lots of household furniture and effects which will be sold as single items or in small quantities for the benefit of personal buyers.

24 November 1976 – Miscellaneous stores

Location
The Bristol Esso Hotel, Filton Road, Hambrook, Bristol BS16 1QX

Auctioneers
Russell Baldwin and Bright (Dept L), 20/21 King Street, Hereford HR4 9DB (tel. 0432-55441)

Twenty-five vehicles and tractors, machine tools, machinery spares, aircraft-MT-electrical and electronic spares, tyres, watches, furniture, clothing and textiles and a large collection of miscellaneous stores.

1 December 1976 – Miscellaneous stores

Location
The Embassy Suite, Balkerne Lane, Colchester

Auctioneers
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester, Essex CO1 1PW (tel. 0206-46161)

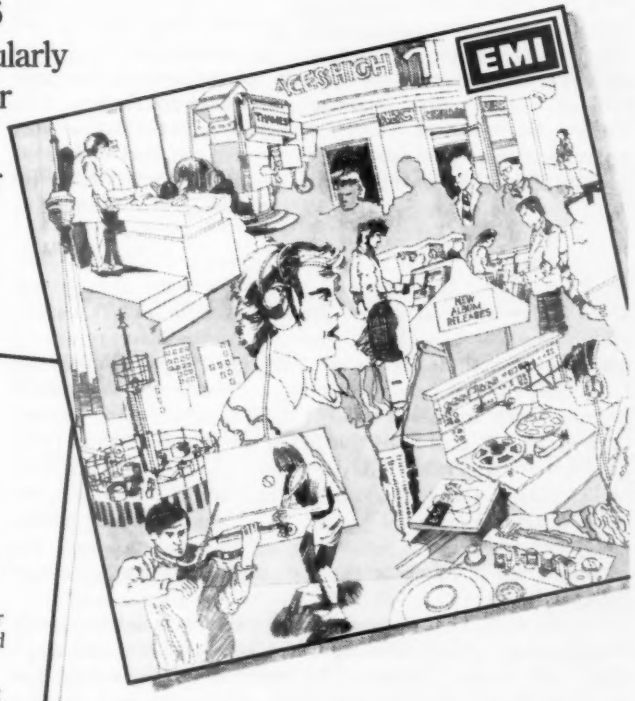
The stores which are lying in various depots in East Anglia include a Land-Rover, Morris 30 cwt van, Austin 15 cwt van, lathes and other machine tools, MT spares, electronic equipment, tools, weighcells, cash registers and other cash accounting machinery, various items of service clothing, carpets, rags, crockery, furniture, scrap metals and many other items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

Enterprise brings us another record year

"Our success is built on enterprise and performance...The year 1975/76 was successful in all respects, particularly in our overseas companies and in our export performance from the UK. We are hopeful that the current year will show further progress."

Sir John Read
Chairman of the EMI Group



Highlights from the Report and Accounts and Chairman's Review for the year ended 30 June 1976, now published:

1 Group sales worldwide increased 33 per cent to over £670 million. UK exports rose from £56 million to £87 million.

2 Pre-tax profits rose by 70 per cent to £59·3 million. Out of this, £31·2 million was paid in tax.

3 International music business profits increased by 38 per cent, with marked advances in North America, Japan and other key territories.

4 International electronics operations made notable profit improvements in all four sectors–consumer, defence, industrial and medical.

5 Leisure businesses made slightly lower contribution overall. Thames TV achieved sharp upswing, however, through higher advertising revenue.

6 Basic earnings per ordinary stock unit were 63 per cent higher at 25·8p. Good prospects for further growth in current year, especially in overseas markets.

EMI

The international music, electronics and leisure group. Operating companies in 34 countries worldwide with over 65,000 stockholders and 50,000 employees.

Group Head Office: EMI House, 20 Manchester Square, London W1

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Home exhibitions

Strategies for expansion: an exhibition and seminar in Chesterfield

by Ray Parr, Manager, East Midlands Small Firms Information Centre, Nottingham

Economic growth has been defined as an increase in the effectiveness with which existing resources are organised. For a manufacturing enterprise this fundamentally means machines, men and money. The fact that the United Kingdom has been less successful than many of its overseas competitors in the effective utilisation of its resources is reflected in the fall in sterling and represents the measure of the current economic problem. In an article in *Trade and Industry* on 16 July, Eric Varley, Secretary of State for Industry, reporting on the progress of the industrial strategy pointed out that 'unless we can increase the competitiveness of our manufacturing industry we are unlikely in the long run to reverse the decline in our share of world trade'.

The results of recently published statistical research illustrate the extent of the problem. An article in the August issue of the *National Institute Review* presented the findings of a study undertaken by Mr D. T. Jones of productivity trends in manufacturing industry in six EEC countries including the UK. This showed that productivity, defined as value added per man hour, increased in all of those countries more quickly than in the UK so that by the end of the period, 1955 to 1973, productivity in France and Germany was some 30 per cent higher than in this country, in Belgium 40 per cent and in the Netherlands 54 per cent higher. Similarly, industrial investment expressed as a ratio of gross national product, has increased more slowly in the UK than in any other major industrial country.

Finally, a recent study published by the National Economic Development Office 'The age of UK and US machinery', illustrated another aspect of the problem by suggesting that although there were no significant differences between the age composition of machinery in the two countries, better utilisation of machinery in the United States might be 'one of the significant factors responsible for higher US industrial productivity'.

It is against this background that the importance of the industrial strategy can be judged and reinforces the relevance of Mr Varley's message in the article referred to above that, to reverse these trends, means 'new investment by industry quickly. It also means making the best possible use of the equipment and manpower resources that we have.'

It is against this background that the East Midlands Small Firms Information Centre, in collaboration with the Economic Development Unit of the Derbyshire County Council has organised a major exhibition and seminar event to be held in Chesterfield on 22 and 23 November. Its title 'Strategies for Expansion' indicates that its objective is to provide industrialists with an opportunity to discern the most effective means of improving efficiency. As Arnold Weinstock has remarked: 'the object is to be efficient, not to be big. Growth is something that comes from efficiency.' This statement makes the essential point that efficiency is an essential pre-condition of expansion and that once that is achieved, growth can become largely self-sustaining; this applies for individual firms and for the economy as a whole.

The exhibition, which will be held in the Goldwell Rooms, Ashgate Street, Chesterfield, will be opened by Bob Cryer, Parliamentary Under-Secretary of State, Department of Industry at 12 noon on Monday 22 November. It will comprise over 40 stands and displays manned by representatives from the clearing banks and other financial institutions, academic bodies, research institutions, local authorities and government departments and agencies. In total it adds up to a very representative cross-section of the many sources of help and advice that exist to improve industrial and business efficiency and thus to facilitate expansion. Full details of the exhibitors appear on the opposite page and from this it will be seen that the programme itself, containing details of all participants, could prove a useful aide memoire for future reference in case of need. Copies will be mailed to firms in the Chesterfield catchment area but copies can be obtained on application to the Small Firms Information Centre in Nottingham (tel. Nottingham 49791). A feature of the exhibition will be the programme of talks on various aspects of finance and efficiency which will be given from 2 pm onwards by experts in their various subjects.

An integral part of the event will be the evening seminars which will begin at 7 pm on both evenings. The first, entitled Expansion through Efficiency, will examine a number of specific areas, training, marketing and financial control, where sometimes performance leaves scope for improvement. Each will last for 30 minutes or so and will be followed by an open forum session when the speakers, who will be joined by other specialists, will answer questions from the audience. The following evening will be devoted to Finance for Expansion when speakers from several of the main sources of finance for industry, ie the clearing and merchant banks, local authorities and government (the latter in the form of the various sectoral schemes which form an integral part of the industrial strategy as well as that directed to the assisted areas) will outline the assistance available and, just as important perhaps, the ways it can be utilised to best effect. Again, the evening will conclude with an open forum session. While admission to both the exhibition and to the seminars is free, since seating accommodation is limited, those wishing to attend one or both of the seminars are advised to make prior application to the Small Firms Information Centre in order to avoid possible disappointment.

Earlier in this article the term 'major' was used to describe the Chesterfield event. This was used advisedly; this will be the fourth event of this kind which the East Midlands SFIC has organised, the others being held in Leicester, Northampton and Nottingham. In terms both of the number of exhibitors and the importance of the subject the description is justified. The objective is to increase the effectiveness with which existing resources are utilised and thus to contribute to business efficiency. This can only be of benefit to the economy as well as the individual firm.

'Strategies for Expansion' – exhibition and seminar

The following are exhibitors:
Derbyshire County Council, Economic Development Unit; Small Firms Information Centres, East Midlands and Yorkshire and Humberside Regions; Marketing Services Ltd; The Institute of Marketing; Low Cost Automation Centre, Sheffield Polytechnic; Lloyds Bank Ltd; Production Engineering Research Association (Pera); Midland Bank Ltd; Chesterfield College of Technology; Industrial Unit of Tribology; Yorkshire Bank Ltd; Carl Accounting; First National Bank of Chicago; Hatra; Barclays Bank Ltd; Engineering Industries Association; British Standards Institution; National Westminster Bank Ltd; Industrial Shortages and Commodities Exchange; National Research Development Corporation; The Department of Industry, Industrial Technologies Branch; Central Statistical Office; Derbyshire County Libraries; Council for Small Industries in Rural Areas; Small Business Capital Fund Ltd; The Association of Consulting Scientists; Department of Industry, East Midland Region; M. J. H. Nightingale and Co Ltd, Alex Lawrie Factors Ltd; Mercantile Credit Ltd; National Engineering Laboratory; Training Services Agency; Midland Region; Bushby Factors Ltd; Confederation of British Industry (CBI); Clownie Technical College; Chesterfield Borough Council; Department of Energy; ICFC-Numas Ltd; H. and H. Factors Ltd; Industrial and Commercial Finance Corporation Ltd; North-east Derbyshire District Council.

TALK-INS
The exhibition and supporting 'talk-ins' last from 15.00 to 19.00 hours on both days and admission is free. The talk-in programme is:

Monday 22 November 1976
Chairman: A. P. Mewis,
Chesterfield College of Technology
15.00 *The Range of Services from BSI – Quality Assurance to Technical Help for Exporters:* British Standards Institution
15.30 *Research and Technical Services for Industry* – Hatra
16.00 *Factoring and Invoice Discounting* – H & H Factors Ltd
16.30 *Equipment Leasing* – ICFC Leasing Ltd
17.00 *Overcoming Supply Bottlenecks and Shortages* – Industrial Commodities and Shortages Exchange

Tuesday 23 November 1976
Chairman: H. B. Holford, vice-principal
Chesterfield College of Technology
15.00 *How to Present a Proposition to your Bank* – Lloyds Bank Ltd
15.30 *Finance for Growth from the OTC Market* – M. J. H. Nightingale and Co Ltd, Investment Bankers
16.00 *Long Term Finance* – Industrial and Commercial Finance Corporation
16.30 *Finance for Innovation* – National Research Development Corporation
17.00 *Finance against Stocks* – Close Bros Ltd, Merchant Bankers

SEMINARS
Admission to the evening seminars is by ticket obtainable from the Small Firms Information Centre, Nottingham. The programme is as follows.

Monday 22 November 1976
'Expansion through Efficiency'
Chairman: L. Teeman, Managing director
The Clay Cross Co Ltd
19.00 *Resources for Expansion* – P. B. M. Handscombe ICFC – Numas Ltd
Training Services to Industry – S. Dawson, Training Services Agency
The Concept of Marketing – A. Rodgers, Institute of Marketing
Accounting for Efficiency – K. Clark, Chesterfield College of Technology
Open Forum

Tuesday 23 November 1976
'Finance for Expansion'
Chairman: N. Lott, Regional director
Department of Industry
19.00 *The Case for Investment* – J. D. McDonald, National Economic Development Office
The Role of the Clearing Banks – B. S. Bowden, Corp. Business Development Department, Barclays Bank Ltd
Medium Term Finance – An Alternative – N. M. J. Evans, asst. manager, International Banking Department, First National Bank of Chicago
The Role af the Local Authorities – M. B. Kennedy, Chesterfield Borough Council and R. Rahrm, Derbyshire County Council
The Government as a Source of Finance for Efficiency and Expansion – A. Primmer, director (Industrial Development), Department of Industry
Open Forum

IBS – virtually a sell-out with eleven months to go

With over eleven months to go before the International Business Show on 11 October 1977 at the National Exhibition Centre, Birmingham, virtually all the exhibition space available has been sold, and a mere 4 per cent remains.

The IBS (formerly known as the Business Efficiency Exhibition) is organised by the Business Equipment Trade Association, national body of Britain's £1,200 million-a-year office equipment industry.

Running concurrently with the show will be a series of seminars organised by the BIM. Each seminar will be of a half day duration and the whole programme will be organised in two streams dealing respectively with the management of the administrative function and on relating the equipment exhibited to cost effective operation.

Wide range of exhibits at Manchester show

Aspects of production from machining to assembly, materials handling to quality control were covered at the combined APEX/EEE display at Belle Vue, Manchester, this week.

More than 100 exhibitors took part in the five-day event which closed today, Friday, 12 November.

Electrical and associated equipment exhibits included test and distribution equipment, motor starters, data loggers and recorders, industrial timers.

Office equipment on show

The Scottish Packaging and Printing Exhibition, at Glasgow's Kelvin Hall, this week, provides a unique opportunity to buy the latest office printing and packaging equipment north of the border, said the exhibition director, William Taylor.

The exhibition, open from Tuesday, 9 November to Saturday, 13 November, features displays of new and improved products applicable to a wide range of industries. According to the organisers, the fast growth rate, because of North Sea oil, of Scotland's new towns has created a demand for modern methods of packaging, printing, collating and binding machinery.

New products

Putting the computer industry into cold store

The latest additions this month to the computer industry include a Thames-side warehouse offering seven floors of space and security.

At Greenwich, opposite the site where the *Great Eastern* was built more than 100 years ago, a security data storage service was launched by a new company called Safestore Ltd.

In premises once a meat cold storage depot the company are introducing what they claim to be a 'high security – low cost' solution to the storage of all types of data, from computer tapes and discs, cine and microfilm and video tapes to computer stationery and archival records. The off-site service, they say, will cut costs by releasing expensive office space and reducing insurance premiums.

Modern security systems covering fire and burglar detection will be monitored and controlled 24 hours a day by on-site security guards.

Storage areas include air-conditioned bays for tapes, disc packs, microfilm and microfiche, and these are available either as communal areas or for the exclusive use of individual customers.

A computerised inventory and retrieval system using customers' own code numbers will ensure fast and efficient retrieval and eliminate logging errors. Instant access is available to any stored item and there is a 24-hour collection and delivery service.

There is also strict temperature and humidity control for areas used to store computer stationery, video tape and cine film. These areas can be divided into private caged bays. Articles for which temperature control is unnecessary are kept on the general storage floors, according to individual customer requirements.

The company already plan similar storage facilities in the north and eventually, abroad.

Liquid level control unit

Hunts Fluid Power Ltd, a member of the Hunts group of companies, of Poole, Dorset, has developed a liquid level unit to monitor and control the filling and emptying of any vessel within predetermined high and low levels.

The unit operates fluidically so that there are no moving parts within the control console. The only contact with the liquid is via two suspended probes, one for high and the other for low level monitoring. This effectively eliminates any danger of fire, corrosion or mechanical defects.

The unit is particularly appropriate for the disposal or transfer of industrial effluent and the automatic filling and emptying of liquid containers.

British seed drill 'most versatile on market'

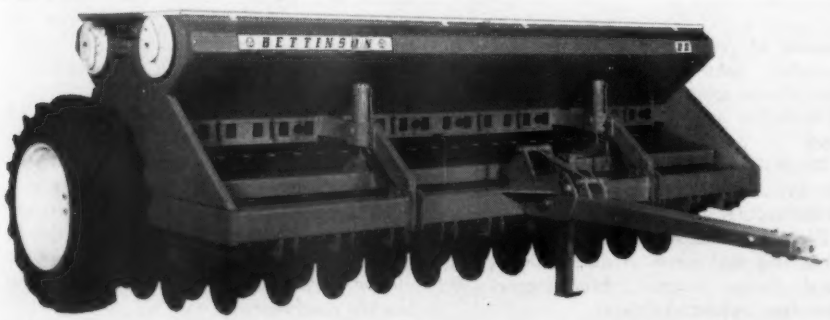
A range of British agricultural equipment goes into production this month with overseas sales already to the value of more than £500,000.

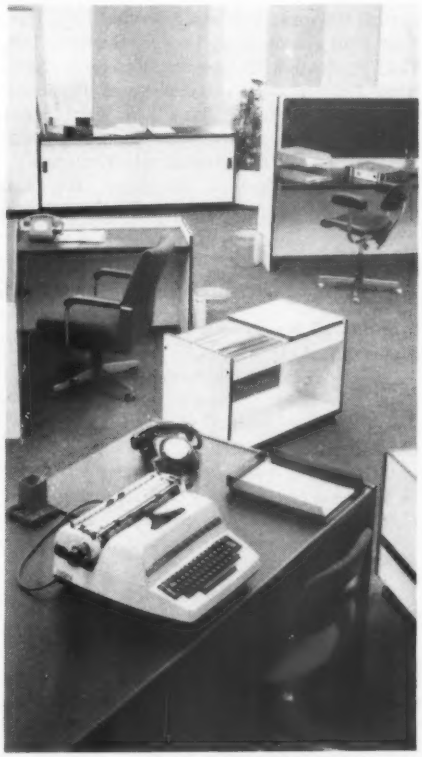
P. B. Bettinson and Co Ltd, of Holbeach, Lincolnshire, describe their 'Bettinson DD' direct type seed drill as the most versatile on the market 'anywhere in the world'. It should make a considerable contribution to British exports and our balance of payments, they say. Initial export sales are for the United States, Western Australia, Venezuela and France.

The range is available in various row and sowing widths of 124mm and 175mm row spacing and 2.5m, 3m and 4m sowing widths.

Patented features include a seed metering system able to cope with a wide range of seeds without adjustment and quickly changeable sealed cassettes of gears providing for up to 90 rotation speeds for the metering mechanism.

Export sales worth £500,000 are reported already for this British newcomer to the agricultural equipment market.





Part of the 'Framac' range of office furniture.

'Total concept' office furniture system

A range of office furniture introduced by Alan Cooper Ltd, is said to be the first 'total concept system' offering architects, interior designers and major clients the opportunity to create a totally related furnishing scheme, from reception area to executive offices.

The design is based on a modern, slab-sided unit with rounded corners, edges and lips. Basic tables, single or double pedestal desks, and returns, in a wide range of sizes together with mobile pedestals, filing trolleys, reception counters, bookcases, typist tables, storage credenza, cupboards and work stations form the basis of the range.

Sending specimens safely

Stanley Gibbons Products Ltd, has produced a special envelope for posting laboratory specimens.

For specimens that need only a small box the company has designed an envelope which can be quickly erected to accept a box measuring 5.5 × 6.5 × 12.5cm (2⅛ × 2½ × 5 in). For specimens needing a larger case there is a standard envelope for a container up to 19cm long by 10cm wide (7½ × 4 in).

Electromechanical timers have elapsed-time indicators

Following the introduction of their Miniflex, Minicron and Ti-matic ranges of low cost synchronous motor driven timers for general-purpose process control, Tempatron Ltd of Reading, announce their Micron 63 range of timers. These multi-range units incorporate dial-type range selector switches, enabling any one of six timing ranges (from 0-12 sec to 0-12 hours) to be selected, and also feature elapsed time indication.

Units in the Micron 63 range measure only 63mm square by 82mm deep overall; they are available with plug-in or screw connections and can be supplied with a 72 × 72mm bezel suitable for panel mounting. A dual scale is provided for 50 or 60Hz operation.

The timers operate from 12, 24, 48, 110 or 220V 50/60Hz supplies and provide up to one instantaneous and two delay output contacts rated at 6A 380 VAC. A minimum mechanical life of 5 million operations is quoted (at a maximum of 3,600 operations per hour) and power consumption is 8VA during timing operations.

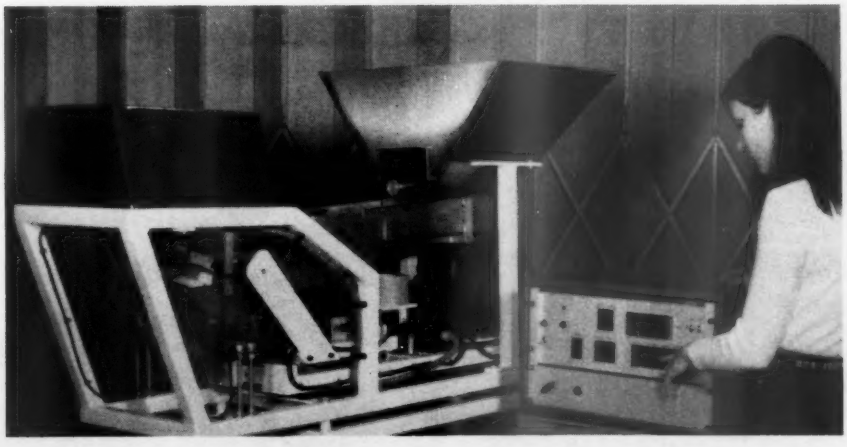
The units set within a maximum of 0.2 sec after de-energisation and have a repeat accuracy of ± 1 per cent; they will therefore prove ideal for general-purpose step-and-repeat control applications where accurately timed sequencing is necessary.

Automatic weigh/count equipment

Improved productivity is claimed for an advance in automatic nett weigh/count equipment developed by Weighpack Ltd – the Redditch-based member of the Bifurcated Engineering Group.

Known as the Weighpack 72E, the machine has been designed to nett weigh hardware and fasteners, both in metal and plastic, in weights from 0.5kg to 6 kg. The makers say it will handle any product up to 100mm long in minimum counts of 25 pieces per pack.

Special features are electronic weight selection – the operator keys in the precise nett weight – and an LED (light emitting diode) display showing the precise weight of each weighment immediately prior to discharge. The machine can also be precisely set to change from bulk to fine feed when the load reaches a pre-determined percentage.



The Weighpack 72E automatic nett weigh/count machine.

Heavy-duty pneumatic unit has safety valve feature

Horsman Bros, of Polegate, Sussex have produced a pneumatic bar feed unit suitable for lathes of many sizes and with a standard capacity 4m long for bars up to 45mm diameter.

Horsman bar feed.

The height can be manufactured to suit customers' requirements but standard units are 1,040mm high with 40mm adjustment.

Two stands, one with a swivel socket, the other with pneumatic controls and a clamping device, support the bar feed tube. This comprises a central tube of 48mm inside diameter, with a noise-attenuation sheath and a steel outer cover of 95mm diameter.

Inside the bore is a free piston attached to thrust races supporting a hardened receptor cone. Accordingly, any size bar can be accommodated and self-centralised. During operation, the piston is under constant pneumatic pressure, but a safety valve automatically cuts off the air supply when the tube is unclamped and swivelled aside for loading.

Controls on the stand consist of the off-on and inching air switch, the air gauge and a regulating valve for the low pressure air (maximum pressure 80 p.s.i.).

British-developed printing terminal

A general-purpose printing terminal designed for a variety of communications uses, and as a computer input/output unit, has been introduced by Trend Communications Ltd, High Wycombe.

The Printer 800 is said to combine high performance with low cost and expected to find wide applications with news bureaux, airlines, and organisations requiring simple, dependable hard-copy print out.

At present, the unit is available in both keyboard send and receive (KSR) and receive only (RO) versions. An automatic send and receive (ASR) version will follow.

Trend Communications general purpose printing terminal.

Printer 800 prints character-by-character, employing a 7 × 5 dot matrix format, with 80 character-per-line, at speeds up to 30 characters-per-second. Continuously rated printing speeds are achieved by use of an internal buffer store. No fill characters are needed after functions such as carriage return or line feed.

The pack will be in

age that's in our hands tonight your hands by morning.

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For six years, it has worked like this.

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That way it's as safe as if you went along yourself.

Now there's Datapost D.

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We don't carry guns or truncheons. So we don't handle diamonds, bullion or bank notes.

But you can send practically anything else by Datapost, as long as each package weighs no more than 10kgs.

For instance, over the years we've delivered blood samples and company reports, geological specimens and computer tapes.

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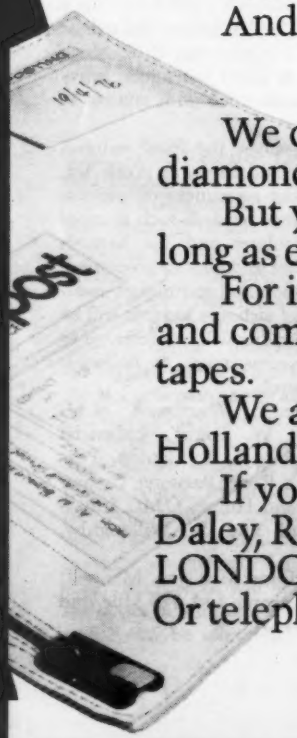
If you'd like more details of these services, write to John Daley, Room 446 J, Postal HQ, FREEPOST, St. Martin's-Le-Grand, LONDON EC1B 1HQ.
Or telephone 01-432 1919/20. The Post Office



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Technology news

Soldering aluminium – new method developed at Harwell

Materials scientists at Harwell have developed a coating process, 'sputter-ion-plating', which enables aluminium to be soldered as easily as copper. The scientists are confident that the process can be developed to render many other materials solderable. Widespread applications are foreseen for the technique because using this process almost any material can be treated to give it new surface characteristics. A smallscale prototype coating plant has now been operating successfully at Harwell for several months.

The process is essentially a sputtering technique which employs a low energy glow discharge. The cathode is formed of the chosen plating material and special conditions ensure that atoms dislodged from the cathode are deposited as an even coating firmly attached to the workpiece. In the case of aluminium, nickel coatings can be applied which, although extremely thin, are strong enough to enable good electrical joints to be made by traditional soldering techniques.

The scaling-up from laboratory research to prototype hardware follows two years of research on sputtering techniques. The development, which has been supported by funding from the Engineering Materials Requirements Board (EMRB) is part of a broadly based programme at Harwell relating to improved coatings for industrial application.

As well as aluminium, oxide ceramics and glasses can be coated with nickel, with applications to seals in vacuum plant. Engineering components too can be protected by coating with corrosion resistant materials such as stainless steels. Harwell scientists are enthusiastic about the scope for profitable application and are now looking for industrial partners with whom to collaborate on the development and construction of full-scale coating plants to suit customers' precise requirements.

Nelex 76 metrology conference and exhibition

Nelex 76, the third biennial metrology conference and exhibition at the Department of Industry's National Engineering Laboratory, East Kilbride, Glasgow, will be held from 30 November to 2 December 1976. The two previous conferences were in 1972 and 1974.

The aim of Nelex 76 is to offer delegates in-depth information on latest developments in measurement techniques all over the world. The conference will be supported by a small exhibition of the latest metrology equipment.

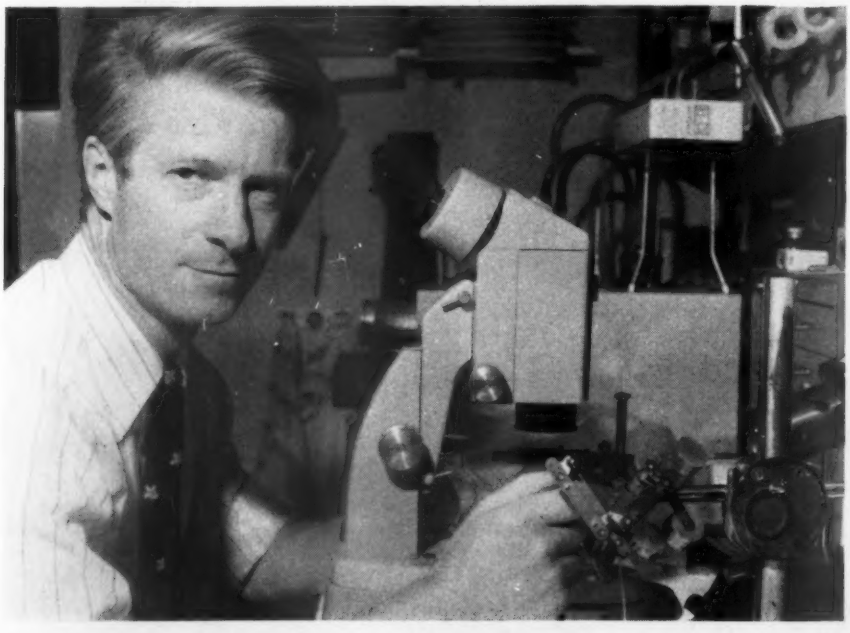
Nelex 76 is intended to provide a forum at which the current state of metrology can be discussed. Views and ideas can also be exchanged. Latest techniques and equipment will be described. Details will be provided of extensive services and facilities available for industry at NEL.

There will be four sessions, dealing with industrial accuracy requirements and NEL services; automatic inspection machine capability; transducers and metrology automation; optical methods in metrology. It is a three-day conference, but delegates may attend on a daily basis.

Further details from Conference Organiser, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU. Tel: East Kilbride 20222 ext. 433.

Cell biology

Research in cell biology has won Federal Germany's premier science prize for Dr John Gurdon, who specialises in the technique of nuclear transplantation, the most important result of which has been the demonstration that all cells in the body have the same genes. Further research has produced new information about the way in which genes may be controlled.



Airborne hazards at work symposium

Air pollution is one of the most insidious of industrial health and safety hazards today. In many processes the toxicity of materials and the effects on humans of prolonged exposure are not yet fully understood.

QMC Industrial Research Ltd is holding a one-day symposium on 'Airborne Hazards at Work' on Monday 20 December 1976, which will be of interest to plant managers, safety officers and those concerned with control of airborne pollution.

The papers will cover the legal requirements of the Health and Safety at Work Act, the measurement and assessment of toxicity, the control of airborne hazards such as gases or inorganic particulates and the hazards encountered in rubber and plastics processing.

The instrumentation and techniques available for assessment of airborne hazards will be described and case studies will be presented to illustrate different approaches to pollution assessment and control.

Speakers include P. Wusteman, H.M. Factory Inspector, W. Rigby, Industrial Hygiene Laboratories, A. T. Canton, Peabody Homes Ltd, Dr Roger Batstone, Cremer and Warner, Dr John Hume, QMC Industrial Research Ltd and B. Willoughby, Rapra.

Further details from Miss Jan Mennell; QMC Industrial Research Ltd, 229 Mile End Road, London, E1 4AA.

Helping blind babies to see

A psychologist in Edinburgh is working on a 'Superbat' device which will enable blind babies to 'see' by sound waves bounced off objects in front of and around them.

The psychologist, Dr Tom Bower of Edinburgh University's psychology department, says the device, a battery-operated scanner, emits a pulse through a cone attached to the forehead. Echoes returning through earphones tell the wearer the distance, direction, size and texture of objects.

The pitch, says Dr Bower, rises with distance, and the volume increases with the size of the object. A clear sound indicates something hard, while a fuzzy sound means that the object is softer.

Dr Bower believes that his scanner, which is still in the early stages of development could be of vital importance in helping blind children overcome their disability.

'Three elements are necessary to give a sense coming anywhere near sight – distance, size and texture – and the scanner can supply this information. The only factors missing are colour and line.'

They are factors which do not seem to have made much difference in his early experiments. In one case, involving a four month old blind boy, the child was showing an increased interest in his surroundings within half a minute of putting on the scanner, and needed little training in how to use it.

While his current equipment is still in the prototype stage, Tom Bower is aiming at a more simplified device which will be generally available and will not need trained medical aid in attendance. As a first step, he is starting a two-year clinical trial aimed at producing a scanner capable of being used by trained parents within their own homes to give their child a chance of normal progress which they might never otherwise have had.

Textile research: water saving looms?

The Textile Research Council has started a new project on waste water re-cycling in the United Kingdom textile industry, to identify the technical factors involved and to give advice so that the use of re-cycled water can become more widespread.

The several research associations within the Textile Research Council represent the diverse textile industries and divisions throughout the United Kingdom which, in the wet processing areas alone, consume about 50,000 million gallons of water per annum.

The project will define the constraints on waste water re-use by surveying wet processing works, by collecting and analysing raw supply water, treated water and effluents, and by determining industrially important parameters. Laboratory and pilot scale experiments will be made to determine the water quality and the limits of impurities which can be tolerated in preparatory and dyeing processes. The data will be presented in a form suitable for practical application in mills, and the required technology transfer will be accelerated by early involvement of water and effluent plant manufacturers.

Since most water in textile processing is heated, water saving also gives appreciable energy saving. As early as 1962 the textile research associations foresaw a water shortage and initiated work which has already resulted in savings. For example, Hield Bros Ltd, worsted manufacturers, has reduced its mains water usage by 20,000 gallons per day saving £2,000 per annum, for a capital cost of £3,500. A firm of dry cleaners acting on advice from its research association installed a water tower to allow re-cycling of cooling water, thus saving up to 9,000 gallons per week.

Water and steam meters have been provided for hire by the textile research associations, and many reports have been issued giving advice on water conservation and effluent treatment for firms in the textile industry, based on practical work including comprehensive quantitative studies of water-consumption patterns for different kinds of goods.

Reducing nitrate levels

To reduce to an acceptable level the nitrate in bore water of the central Lincolnshire limestone area, the Anglian Water Authority has awarded a contract to Foster Wheeler Ltd, the Reading-based international engineers and constructors, for the supply of a continuous countercurrent ion exchange plant.

Following the drought a rapid rise in the nitrate values from the borehole is expected, and the installation is therefore being programmed on a priority basis so that it can be in operation this month.

The plant is a development of the Chemical Separations Corporation, Oak Ridge, Tennessee, for which Foster Wheeler Ltd are licensees. It was chosen primarily because the treated water will have a uniform composition at all times, and the volume of contaminated water – a concentrated solution of chloride, sulphate and nitrate – which has to be tankered away will be considerably less than if a fixed bed ion exchange system was used.

Fluid lubricants

Use of correct lubricants is a vital factor in achieving peak machine performance with maximum savings in fuel and wear. The selection of such lubricants often needs a more detailed knowledge of their properties than is readily available to the practising engineer or designer. To help towards a better understanding of these properties. the National Centre of Tribology at Risley is holding a course on 'Fluid Lubricants' on Thursday, 2 December. Full notes will be issued to delegates beforehand so that they may obtain the maximum benefit from this one-day course.

Lecturers will be W. J. J. Crump, technical manager, K. S. Paul Products Ltd; G. D. Galvin, senior scientist in Lubrication Division, Shell Thornton Research Centre; and Dr D. Summers-Smith, Lubrication Advisor, I.C.I. Ltd.

The course fee, inclusive of notes, refreshments and VAT is £40.50. Application forms and programmes are available from: A. J. Walton, National Centre of Tribology, UKAEA, Risley, Warrington, WA3 6AT Tel. 0925 (Warrington) 31244 ext. 2640/3522.

Blow up film

An experiment for testing transparent blown film materials for the packaging industry, being monitored at the Rubber and Plastics Research Association at Shrewsbury.

Particleboard for furniture

The Furniture Industry Research Association's latest technical publication, Particleboard for Furniture Making, has collated information that has previously been scattered throughout a number of publications.

Aimed at the furniture manufacturer, the 49-page report briefly describes the history and production of the material, discusses properties in relation to furniture and covers the significance of quality control. Sections follow that discuss some aspects of handling, machinery, assembly and panel balancing to minimise bowing problems.

The report includes a list of some 200 national and international standards relating to particleboard that have been taken from FIRA's recently published Furniture Standards Handbook.

Particleboard for Furniture Making is available for £7.00 (£2.50 to members of FIRA), from: the Publications Department, Furniture Industry Research Association, Maxwell Road, Stevenage, Hertfordshire, SG1 2EW.

Parliament

Monday 1 November

Regional development grants

'What information can be made available concerning the amounts of public money disbursed to named companies?' asked Mrs Audrey Wise (Coventry South West).

Mr Williams replied: 'Information on regional development grants paid and regional selective assistance offered to individual companies is published regularly in *Trade and Industry* in accordance with the arrangements announced by my rt hon friend's predecessor on 31 July 1974.'

Regional development grants for mining and constructive industries

John Pardoe (North Cornwall) asked the Secretary of State for Industry: 'What representations he has received concerning the decision to remove mining from the categories of industry that qualify for regional development grants after 1 April 1977?'

'There have been over a dozen representations on behalf of companies or representative organisations,' said Mr Williams.

'The withdrawal of regional development grants from the mining and construction industries from 1 April next was a necessary consequence of the decision to concentrate these grants in future on the manufacturing industry in the assisted areas. This is in accordance with the government's industrial strategy and the need, announced by the chancellor last July, to secure major savings in public expenditure in 1977-78.'

Regional assistance to Sullom Voe and Flotta oil terminals

Jo Grimond (Orkney and Zetland) asked: 'What sums of public money through the regional assistance acts have been or will be spent on the Sullom Voe and Flotta oil terminals?'

Mr Williams said: 'No application for regional development grant has been made in respect of the Sullom Voe oil terminal, and the department has insufficient information to determine whether or not it will qualify for grant. Grants totalling £3.1 million have been paid provisionally, to date in respect of the Flotta oil terminal in the expectation that the premises will qualify. The project has been estimated to cost some £120 million; only part of this expenditure is likely to qualify. If the forecast qualifying situation is not achieved any grants paid will be recovered.

'No other regional assistance has been made available for these oil terminals under acts administered by my department.'

Industrial development in West Midlands

Bruce George (Walsall South) asked for details of steps taken by the Department of Industry to preserve and create jobs and to save and encourage industry in the West Midlands.

Mr Cryer replied: 'Throughout the West Midlands region as a whole, industry has benefited from a range of measures introduced under Section 8 of the Industry Act. Information to date indicates that so far these have had the following effects on industry in the West Midlands:

Industry schemes

Under schemes for individual sectors of industry assistance of £5.6 million has been offered for 37 projects with a total investment value of almost £25 million. As a direct result 500 jobs will be created and many more safeguarded. Additional jobs will also result from orders for equipment, and construction and installation work generated by these projects.

Accelerated project investment scheme

Under this scheme designed to bring forward or induce new investment, assistance of £8 million had been offered for 23 projects involving a total investment of £73 million. About 3,400 jobs will be created by the introduction of these projects and another 3,000 will be safeguarded. Orders for new plant and machinery generated by the assisted projects will lead several thousand additional jobs in the supplying industries and there will be a similar impact on the construction sector.

General assistance under section 8 to major companies with factories in West Midlands

Assistance of £26 million has been provided to Alfred Herbert; the Government potential commitment to Chrysler (UK) Ltd is £162.5 million; and some £30 million of assistance has been approved by parliament to British Leyland and a further £170 million should be provided over the period to 1970-80 (see white paper – 'Public Expenditure to 1979-80 – Cmnd 6393'). Assistance to these three firms has safeguarded about 95,000 jobs in the West Midlands, but it is not possible to relate the sums of assistance to employment in particular regions. The government also provided £4.95 million to enable the workers' cooperative at Meriden, which now employs 700 people, to be set up. Following the collapse of the NVT's manufacturing operations last year the government provided £275,000 plus up to £500,000 in bank guarantees to the two subsidiary companies of NVT last December. This has enabled some 300 jobs to be saved in Birmingham.

In addition to section 8 assistance, manufacturing firms within the Owestry intermediate area qualify for regional development grants on new buildings and works, selective financial assistance under section 7 of the Industry Act and stand to benefit from the provision of government factories. In 1975-76 total expenditure on the first two items amounted to £52,000.'

Registrations of passenger cars

Hal Miller (Bromsgrove and Redditch) asked for an estimate of the total new registrations of passenger cars in the United Kingdom for 1976 and for 1977; and the proportion expected to be of British manufacture.

'No official forecast is published,' said Mr Cryer. 'The industry estimates that new car registrations in the UK will be about 1.25 million in 1976 and 1.3 million in 1977, and that the proportions of British manufacture will be 63 per cent and 64 per cent respectively.'

Spillers factory at North Shields

Neville Trotter (Tynemouth) asked: 'Why have Spillers Foods Ltd been given an industrial development certificate to extend their factory at Wisbech in

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Leslie Huckfield
Robert Cryer

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

order to transfer to it the work at present carried out at their factory at North Shields which is to be closed with a resulting loss of some 350 jobs?'

Mr Williams said: 'Before giving the industrial development certificate I was satisfied that the company were convinced that the North Shields factory would have to close in any case. Granting the idc enabled Spillers to keep the North Shields factory open several months longer than they otherwise intended.'

Mr Williams also said: 'As North Shields forms part of the North East special development area the full range of regional incentives at the highest rates is on offer to firms moving or expanding there. The Department of Industry gives North Shields high priority in its steering of investment to places which most need new employment.'

Glass

Tom Litterick (Birmingham, Selly Oak) asked for figures showing the total imports and exports by volume and value, of glass and glass products during each of the last three years.

Mr Dell gave the following information:

	IMPORTS		EXPORTS	
	Thousand metric tons	£ million cif	Thousand metric tons	£ million fob
1973	361	56.6	498	65.6
1974	468	103.8	370	83.7
1975	273	84.0	281	94.4

Note: The 1973 figures exclude a very small amount of glass insulators which were not separately distinguished in the overseas trade statistics for that year.

Mr Litterick also asked for figures showing the value of imports of toughened windscreen glass during each of the last five years.

Mr Dell said that imports of toughened or laminated glass ready for incorporation in motor vehicles were as follows:

	£ million cif
1971	2.0
1972	2.6
1973	2.9
1974	3.5
1975	4.0

Exports to Arab states

Mr T. H. H. Skeet (Bedford) asked the Secretary of State for Trade: 'Of the 42 per cent increase in export sales to Arab states in the first nine months of 1976, will he list those states in which increased sales have been obtained and the principal items of export that have led to the improved sales?'

Mr Dell gave the following countries in order of size of absolute increase in the value of United Kingdom exports between January-September 1976 and the same period in 1975:

Saudi Arabia
Egypt
Dubai
Kuwait
Qatar
Syria
Sudan
Algeria
Morocco
Libya
Abu Dhabi
Bahrain
Jordan
Iraq
Yemen Arab Republic
Sharjah and other Northern Emirates
People's Democratic Republic of Yemen

He said: 'The main commodity sectors registering improvements were non-electric machinery, electrical machinery, transport equipment and metal and metal manufactures. This and more detailed information is available from Table V of the September issues of the *Overseas Trade Statistics of the United Kingdom* for 1975 and 1976.'

East European suits

Max Madden (Sowerby) asked if the Secretary of State for Trade would impose provisional charges to anti-dumping duty while an anti-dumping investigation into the importing of Eastern European suits is proceeding and when the result of the complaint made by the Clothing Manufacturers' Association would be announced.

'Not at this stage,' said Mr Clinton Davis. 'The case is very complex and many facts have still to be verified. A provisional charge to anti-dumping duty has to be based on likely margins of dumping as well as on the extent of injury to the UK industry. We must be sure of the facts and able to assess with some accuracy these margins. We are aware of the importance which the Clothing Manufacturers' Federation attach to this case and our inquiries are proceeding as a matter of urgency. The result will be announced as soon as possible.'

Rubbish dumped from ships

Peter Rees (Dover and Deal) asked if current measures to prevent and dispose of rubbish dumped from ships in the Channel are considered satisfactory.

Mr Clinton Davis answered: 'My department has received a number of complaints about the discharge of rubbish from ships, and has followed them up as appropriate, drawing the attention of the operators to their responsibilities to protect the environment from this nuisance. There are at present no regulations governing the disposal of rubbish at sea, though there is provision in the International Convention for the Prevention of Pollution from Ships 1973. The UK is taking the initiative in Imco towards its early implementation.'

Flights over Vietnam

Mr Trotter asked: 'What is the cost in terms of delay and additional fuel and other costs to British Airways and other British airlines as a result of the need to detour Vietnam; and what steps are being taken to renegotiate over flying rights?'

Mr Clinton Davis answered: 'In April 1975, the International Civil Aviation Organisation (ICAO) recommended that civil aircraft should cease to use the direct airways in the Saigon Flight Information Region (FIR) because of difficulties besetting the Saigon Flight Information Centre (FIC) which then controlled services in the upper airspace over South Vietnam, Laos and Cambodia; the ICAO contingency re-routing has been in operation ever since by all international services.

'The Vietnamese government has now set up an FIR only in its own national airspace as has the Government of Laos; nothing has been said on this subject by the Government of Kampuchia (previously Cambodia). Negotiations have been proceeding for some time now between the civil aviation authorities of Vietnam and Laos and by both with the similar authorities in Thailand and Hong Kong (who control the FIRs either side of Indochina) to agree upon the facilities necessary and the procedures to be followed to allow safe air navigation to be resumed on the direct air routes; these negotiations have not yet been completed and recent political changes in the area may initially make this process more difficult.

'All the necessary traffic rights are available for British airlines to operate scheduled services over Indochina and operators of non-scheduled services will be able to apply for the usual *ad hoc* permissions as soon as the air space re-opens.

'The total additional cost, to all British airlines, of flying round Indochina is estimated at some £3 million a year.'

British calibration service

Mrs Ann Taylor (Bolton West) asked the Secretary of State for Prices and Consumer Protection what changes concerning departmental responsibility for the British calibration service he intends to make.

Mr Hattersley's reply was published in *Trade and Industry* of 5 November, page 343.

Tuesday, 2 November

Government assistance to industry

Michael Grylls (North West Surrey) asked: 'How much assistance has been offered to smaller projects under the industry scheme and the accelerated projects schemes, under section 8 of the Industry Act 1972?'

Mr Williams gave the following figures showing the total assistance offered up to 20 October 1976 under the Wool Textile, Clothing, Machine Tools, and Ferrous Foundries Schemes by size of project:

Project size (£000)	Offers	Assistance (£m)
0-50	60	0.2
50-100	59	0.8
100-200	70	1.5
200-500	85	5.8
500-1000	46	6.6
1,000-2,000	25	7.7
over 2,000	14	9.4
Total	359	32.0

The total assistance offered up to 20 October 1976 under the accelerated projects scheme is shown below by size of project:

Project size (£m)	Offers	Assistance (£m)
Under 1	25	1.7
1-2½	30	5.1
2½-10	33	16.0
10-25	6	12.7
25-50	4	12.3
over 50	3	30.3
Total	101	78.1

Accelerated projects scheme

David Watkins (Consett) asked: 'What were the objects of the accelerated projects schemes for capital investment in industry; and for what period was it in operation?'

'The accelerated projects scheme was

introduced by the chancellor in his budget speech, April 1975,' said Mr Williams. 'It was closed to applications on 31 July this year. The purpose of the scheme was counter-cyclical, that is to induce companies to bring forward investment projects which would not otherwise take place in the recession. Work on the approved projects must start by 30 November of this year.'

Mr Watkins also asked about the cost of the scheme.

Mr Williams said that up to 26 October 1976, 106 offers of assistance totalling about £80 million had been made under this scheme, to bring forward capital investment totalling £588 million.

National Film Finance Corporation

John Gorst (Barnet, Hendon North) asked the Secretary of State for Trade whether the National Film Finance Corporation consulted him about the sale of the single special preference share in British Lion with particular reference to the £720,000 tax loss benefit that would be made available to the purchaser; if he was satisfied that a fair price for this benefit was £90,000; and if tax losses in other companies which had received public investment had been or were being sold and if he had authorised the corporation to dispose of its single special preference share in British Lion so that a £720,000 tax loss benefit could be enjoyed by the purchaser.

Mr Dell replied: 'In reaching their decision to sell the preference share, the NFFC kept in touch with my department and I did not raise any objection.

'The price at which the sale took place was decided in negotiation between the NFFC, who had the benefit of professional advice and EMI taking account of any rights which might arise from the tax loss.

'Information on sales of tax losses by other companies is not available.'

Financial aid to Merseyside

Eric S. Heffer (Liverpool, Walton) wanted to know the financial aid granted to Merseyside over the last 10 years; and what financial aid had been granted to the Strathclyde Region over the same period; expressing these figures as a percentage of the whole.

Mr Williams said: 'I regret that the information is not available in precisely the form requested. The following table shows estimated expenditure on regional preferential assistance in the Merseyside special development area over the five years 1970-71 to 1974-75, as compared with total expenditure in all development and special development areas in Great Britain. A similar figure could not be produced for an individual regional authority area in Scotland without disproportionate expense.'

Agencies for exporters

George Cunningham (Islington South and Finsbury) asked when and why a charge was imposed for arranging agencies for exporters; and for the estimated revenue which will be collected on this account, excluding VAT.

Mr Dell replied; 'With my predecessor's approval this charge was introduced by the British Overseas Trade Board on new commitments after 5 April 1976. The board's purpose is to ensure the most cost-effective use of its resources and to this end to use a test of price to help it judge the value attached by exporters to particular services. Revenue is expected to be between £40,000 and £50,000 in a full year.'

Potato prices

Richard Wainwright (Colne Valley) asked for figures showing the percentage increase in wholesale and retail potato prices, respectively, since June 1970; and the increase calculated at constant August 1976 sterling values.

Mr Maclennan gave the percentage increases in wholesale and retail prices for potatoes to September 1976 (the latest date for which information is available), in the table below. Increases for both old and new potatoes have been separately distinguished because of the restricted period of availability of the latter.

Percentage increase

	June 1970 to June 1976	September 1970 to September 1976
Wholesale prices:		
new potatoes	223	—
old potatoes	—	855
Retail prices:		
new potatoes	227	—
old potatoes – red	—	436
– white	—	522

'It is not meaningful to compare movements in the value of sterling,' said Mr Maclennan.

John Cartwright (Greenwich, Woolwich East) asked about steps being taken to protect the consumer from excessive prices and profits arising from the drought.

'The potential problem is limited to potatoes and other outdoor vegetables,' said Mr Hattersley. 'Since the beginning of 1976 the Price Commission has been monitoring prices and distributors' margins on potatoes. No evidence has emerged from the commission's reports to suggest that distributors have taken advantage of the consumer. Nevertheless since this year's potato crop is likely to be no greater than last year's, I have asked the Price Commission to continue this monitoring throughout the 1976-77 season. Because of the possibility of relatively short supplies of some other outdoor vegetables, I have asked the commission to carry out similar checks in relation to prices and margins for cabbages, cauliflowers, brussels sprouts, carrots and turnips. In addition I have instructed them to keep under review the retail prices of dehydrated potato and other foods – rice, pasta, and frozen and canned peas – to which consumers turned last year and may turn again this year to replace those in short supply.'

REGIONAL PREFERENTIAL ASSISTANCE ESTIMATED BREAKDOWN

Year	A Merseyside SDA total expenditure	B All GB DAs and SDAs total expenditure	C A as % of B	D Merseyside SDA population (thousands)	E All GB DAs and SDAs (thousands)	F D as % of E
1970-71	£47m	£299m	15.7	1,697	13,038	13.0
1971-72	£41m	£259m	15.8	1,688	13,038	12.9
1972-73	£34m	£245m	13.9	1,676	13,049	12.8
1973-74	£43m	£310m	13.9	1,667	13,057	12.8
1974-75	£66m	£423m	15.6	1,655	13,041	12.7

Notes

All figures are gross and include payments to nationalised industries. Major items included are Regional Development Grants, Selective Financial Assistance under Section 7 of the Industry Act 1972, Local Employment Act assistance, Regional Employment Premium and the Investment Grant Differential (estimated) in favour of the Assisted Areas.

Wednesday, 3 November

Prices of farm machinery

John Watkinson (West Gloucestershire) asked: 'What have been the percentage increases in prices of farm machinery in 1975, 1974, 1973 and up to the latest date in 1976 by item and as a whole.?'

Mr Huckfield gave the information on home-produced machinery for the UK market in the following table:

Per cent increase in average price (excluding VAT) on previous year

	1973	1974	1975	Jan-Sept 1976*
Agricultural machinery (except tractors) of which:	9.9	21.4	26.0	17.0
Soil preparation and cultivating machinery	10.1	24.2	26.3	14.8
Harvesting, threshing, feed processing machinery, etc, including:	10.3	20.2	27.8	17.9
Pick-up balers	9.4	17.5	31.4	23.3
Hay and silage making machinery	7.3	15.4	18.6	15.9
Grinding mills and meal mixers	8.5	22.8	23.9	19.0
Milking machines	7.4	22.2	22.7	18.1
Other agricultural machinery	10.6	21.4	19.3	15.4

* Compared with similar period in 1975. Figures for August and September are provisional.

Financial assistance to industry

Mr Grylls asked for a statement regarding the possible total limit of financial assistance provided under the Industry (Amendment) Bill.

Mr Williams said: 'The Explanatory and Financial Memorandum to the bill clearly states that the total possible limit on assistance under section 8 of the Industry Act 1972 would be £1,600 million.

'When the bill is enacted section 8(7) will provide that the limit on assistance should be £600 million, but that the secretary of state may, on not more than four occasions, by order made with the consent of the Treasury, increase or further increase that limit by a sum specified in the order, being a sum not exceeding £250 million.

'Accordingly, four possible increases of £250 million above "that limit", ie £600 million will be available, providing for a total possible limit of £1,600 limit.'

Mr Watkins asked for a list of the projects assisted by the accelerated projects scheme for capital investment in industry.

Mr Williams said: 'By 26 October about £80 million assistance has been offered towards 106 projects involving total investment of about £590 million. These projects are estimated to achieve foreign exchange benefits of about £434 million p.a. by 1980, and will collectively create or safeguard 13,500 jobs.

'In accordance with arrangements announced in the House on 31 July 1974, details of assistance are published in *Trade and Industry* in the quarter following the first payment to a company. Assistance to projects being undertaken by Lucas Industries, Ransome Hoffman and Pollard, Cyanamid of Great Britain and Dow Chemicals has already been published in this way. In addition the House has been notified under section 8(8) of projects being carried out by BPCI, Lindsey Oil Refinery Ltd, and Mobil Oil Co Ltd.'

Company mergers

Clement Freud (Isle of Ely) asked by what method the Department of Prices and Consumer Protection identifies proposed company mergers before consideration of a reference to the Monopolies and Mergers Commission.

Mr Fraser said: 'The Director General of Fair Trading is responsible for keeping himself informed about existing and proposed mergers qualifying for investigation and for advising the secretary of state. I understand that the parties to a merger frequently take the initiative in approaching the director general. In addition his staff keep a careful watch for reports of mergers and proposed mergers.'

Thursday, 4 November

Courtaulds

Mr Heffer asked what representations have been received regarding the proposed closure of factories and redundancies in the Courtaulds Group; if the Secretary of State for Industry is in consultation with the company; and if he is prepared to ask the NEB to intervene and if need be take over some or all of the companies.

Mr Williams answered: 'The department has received a large number of representations about the proposed Courtaulds closures from a number of sources including trade unions, local authorities and members of parliament. The Secretary of State for Industry met the chairman of Courtaulds on 2 November with the Secretary of State for Employment to discuss the situation. We do not feel that any purpose would be served by an NEB intervention in this case.'

Richest and poorest regions in EEC

George Rodgers (Chorley) asked if the gap between the richest and poorest regions in the EEC based on wealth per head of population has widened or diminished since 1970.

Mr Williams explained that up-to-date internationally-comparable statistics were not available but according to the First Annual Report on the European Regional Development Fund the gap had increased since 1970 in terms of gross domestic product per head.

Paper and board

Mr Wainwright (Colne Valley) asked for a summary of the main recommendations of the Report of the Paper and Board Industry Working Party, with details of the action taken by the government to implement those recommendations.

Mr Cryer answered 'I assume that the recommendations referred to are those of the sector working party for the paper and board industry, established to help formulate the government's industrial strategy.

'The sector working party produced a preliminary list of recommendations at the end of September. The following is a summary of the principal points together with an outline of the action taken so far. The sector working party is continuing its examination of the industry and further reports and recommendations can be expected to follow in due course.'

Recommendation:

The government and both sides of industry were asked to examine what steps could be taken to secure a better pulp/paper price ratio from foreign suppliers.

Action: Government officials, employers and trade unions have through their international links, made clear to overseas governments and industries that they regard the present ratios as unsatisfactory.

Recommendation:

The industry was invited to make the fullest use of the £23 million scheme of assistance to instal more waste paper using plant and to advance recycling technology.

Action: The Department of Industry, the trade association and trade unions have all given wide publicity to the scheme and guidance notes have been circulated to every company in the industry. The response has been encouraging and to date 24 projects are under consideration by the Department of Industry. Further publicity is planned.

Recommendation:

The industry, the Departments of Industry, Environment and Trade and the Waste Management Advisory Council were urged to adopt a variety of measures to increase and protect waste paper supplies, to encourage local authority and voluntary group collections, and to consider ways of mitigating the harmful effects of fluctuations in supply and demand.

Action: The WMAC has recently set up a working party with special responsibility for advising generally on measures to increase the recycling of waste paper. A small sub-group of the sector working party, chaired by NEDC is also looking at ways of reducing market instability in waste paper. Department of Industry is playing an active role in an EEC working group which is examining the community aspects of waste paper collection and use. The DoE has issued guidance to local authorities including a special report on costing collection schemes.

Recommendation:

The government was asked to use its influence with gas, electricity and water authorities, to try to obtain favourable treatment for industry on tariffs.

Action: The sector working party has agreed that as a first step the industry should make its own approach to the authorities concerned. The Department of Industry has offered to take up with the water authorities any case of particular difficulty over the phasing of increased charges.

Recommendation:

The government was urged to dissuade the EEC from framing legislation on water and air pollution in unnecessarily rigid terms and thus protect the industry from the cost of penalties which such legislation would entail.

Action: The Departments of Environment and Industry are taking this point fully into account in their participation in formation of EEC legislation.

Recommendation:

The government was asked to take action against alleged dumping of paper and board and in the review of the duty-free quota arrangements try to obtain certain important concessions from our Efta partners on the fixing of quota levels.

Action: There have been a series of meetings between representatives of both sides of the industry and officials on these subjects. So far insufficient *prima facie* evidence of dumping has been produced to support a formal investigation but discussions are continuing.

Discussions have taken place with the Efta countries on the quota arrangements. These have not led to agreement on any changes acceptable to both sides and the government is now giving its conclusions to the Efta countries. No final decision has yet been taken on our position.

Waste paper

Mr Wainwright (Colne Valley) asked about the introduction of anti-cyclical measures, such as a minimum price scheme to promote stability in the waste paper market.

Mr Cryer said: 'The department has considered proposals for assisting paper and board manufacturers to build up stocks of waste paper at times of low demand. Rather than give assistance in this way, the department concluded that its most effective contribution towards a greater assurance of continuity in demand for waste paper and its increased recycling would be to encourage the paper and board industry to invest in capital plant and to expand recycling technology. A £23 million scheme of financial assistance for the industry was accordingly announced on 15 June 1976.'

Paper and board imports – anti-dumping measures

Mr Wainwright asked when the Secretary of State for Trade expects to announce the introduction of anti-dumping measures to regulate paper and board imports.

'Anti-dumping duties can only be imposed after proof of dumping and actual or threatened material injury,' said Mr Meacher. 'An application for anti-dumping action in respect of certain grades of paper was made some time ago, I wrote on 17 September to remind the industry that I still awaited certain information. The evidence we and the industry have gathered does not yet suffice for the instigation of a formal investigation, let alone the imposition of duties.'

Mr Meacher also said: 'My officials have had frequent discussions with the industry to see whether sufficient *prima facie* evidence of dumping and material injury can be produced to support their request for anti-dumping action. On 28 July I myself saw the British

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Paper and Board Industry Federation, the unions and representatives of Nedo when the whole position was reviewed but the evidence available does not so far justify a formal investigation. Since then however the circumstances affecting the industry have changed somewhat and I understand that, after further discussions at official level, the industry are now considering the possibility of a quite different anti-dumping approach.'

Price indices in UK, Germany, Japan, France and Italy

David Howell (Guildford) asked for figures showing for the United Kingdom, Germany, Japan, France and Italy, for each quarter since the first quarter of 1973, indices of: (a) the consumer prices index (b) domestic wholesale prices of manufactured goods (c) export prices or unit values in domestic currency terms for manufactures and (d) export prices or unit values in dollar terms for manufactures, and for the same period, a $ index of the prices of world exports of manufactures.

Mr Meacher gave the information as follows. The series for wholesale prices of manufactures shown at table 2 are those that correspond most closely to this definition. A dollar index approximating to the prices of world exports of manufactures is shown at table 4. Developed market economies, to which this index refers, is composed of South Africa, Canada, the United States of America, Israel, Japan, Western Europe (including Yugoslavia but excluding Turkey), Australia and New Zealand. In 1970, the manufactured goods exports of these countries accounted for 83.6 per cent of the world total.

TABLE 3 Unit values of exports of manufactures in national currency — 1970 = 100

	United Kingdom	German Federal Republic	Japan	France	Italy
1973 1st quarter	118	103	100	110	110
2nd quarter	122	105	100	112	115
3rd quarter	127	106	108	115	120
4th quarter	133	109	118	121	125
1974 1st quarter	142	114	134	125	137
2nd quarter	153	120	142	139	151
3rd quarter	162	125	152	147	171
4th quarter	170	126	159	151	181
1975 1st quarter	179	130	157	152	188
2nd quarter	188	130	152	153	184
3rd quarter	197	132	148	151	190
4th quarter	205	131	143	154	193
1976 1st quarter	214	132	140	..	..
2nd quarter	229	..	..	..	..
3rd quarter	242	..	..	..	..

TABLE 4 In US $ terms

	United Kingdom	German Federal Republic	Japan	France	Italy	Developed market economies
1973 1st quarter	119	124	125	126	119	120
2nd quarter	129	141	136	141	121	129
3rd quarter	131	162	147	153	131	140
4th quarter	131	157	154	152	133	142
1974 1st quarter	135	154	165	141	133	145
2nd quarter	153	175	183	158	148	161
3rd quarter	159	175	185	170	163	167
4th quarter	165	183	190	181	171	175
1975 1st quarter	178	203	192	196	184	187
2nd quarter	182	203	188	208	183	188
3rd quarter	174	189	179	193	179	178
4th quarter	174	185	169	193	177	176
1976 1st quarter	178	187	167	..	..	178 (i)
2nd quarter	172	..	..	..	..	180 (i)
3rd quarter	178	..	..	..	..	..

Source:
United Nations Monthly Bulletin of Statistics. United Kingdom Department of Industry. (i) United Nations estimate.

TABLE 1 Consumer prices — 1970 = 100

	United Kingdom	German Federal Republic	Japan	France	Italy
1973 1st quarter	122.2	116.0	116.9	115.9	117.5
2nd quarter	125.2	118.2	122.7	118.2	121.3
3rd quarter	127.7	119.3	126.5	121.1	123.6
4th quarter	131.8	121.7	131.9	124.4	127.2
1974 1st quarter	137.2	124.6	144.1	129.0	133.6
2nd quarter	145.3	126.6	150.5	134.3	140.8
3rd quarter	149.4	127.8	156.1	138.7	150.4
4th quarter	156.1	129.5	162.7	143.1	160.0
1975 1st quarter	165.6	132.0	165.3	147.0	164.9
2nd quarter	180.7	134.5	171.0	150.6	169.3
3rd quarter	188.7	135.5	172.7	153.9	172.9
4th quarter	195.2	136.7	176.7	157.3	178.1
1976 1st quarter	200.9	139.0	180.4	161.1	184.8
2nd quarter	208.0	141.1	186.6	164.8	196.5

Source: OECD 1. Main Economic Indicators.

TABLE 2 Wholesale prices — 1970 = 100

	United Kingdom (1)	German Federal Republic (2)	Japan (3)	France (4)	Italy (4)
1973 1st quarter	119.5	111.1	106.7	115.0	112.5
2nd quarter	120.1	113.1	110.6	118.8	118.4
3rd quarter	124.2	115.1	115.9	124.1	126.4
4th quarter	129.1	117.2	126.0	132.1	134.0
1974 1st quarter	138.3	124.5	143.1	149.9	159.4
2nd quarter	148.9	128.8	146.6	162.9	176.3
3rd quarter	156.1	131.3	149.2	161.9	187.5
4th quarter	164.9	133.0	150.3	158.3	192.1
1975 1st quarter	176.0	134.6	149.4	153.1	192.3
2nd quarter	186.3	135.4	149.1	147.8	191.4
3rd quarter	193.4	135.7	149.5	148.2	192.9
4th quarter	199.1	136.1	150.6	147.7	197.1
1976 1st quarter	206.9	138.3	153.2	151.2	209.3
2nd quarter	214.4	140.5	155.9	..	..
3rd quarter	223.1	..	..	..	..

(1) Department of Industry – Output of manufactured products. (2) IMF International Financial Statistics – Industrial. (3) UN Monthly Bulletin of Statistics – Industrial products. (4) Statistical Office of European Communities – Industrial products.

Stilton cheese

Questions about a cheese described as 'Stilton' made in the United States and sold with wrappers showing the Houses of Parliament and the Union Jack were asked by Arthur Lewis (Newham North West) and John Farr (Harborough).

Mr Meacher said: 'The British embassy in Washington have made numerous approaches to the US Food and Drug Administration in the past five years about problems posed by the marketing of a US cheese as Stilton. Throughout the government has worked in close consultation with the Stilton Cheesemakers Association and their lawyers in the US. The FDA agreed to instruct the US company concerned to cease to use misleading wrappers but there has been recent evidence that they are still doing so and the embassy have raised the matter with the FDA again in the past month. We will consider in the light of their reply and of further consultations with the Stilton Cheesemakers Association what further action is appropriate.'

Export value indices

Mr Howell asked for information showing for each quarter since the first quarter of 1973: (a) indices of the £ sterling and $ prices (or unit values) of United Kingdom exports for each of SITC 5, 6, 7 and 8, and (b) an index of world export values for the same commodity groups in $ terms.

Mr Meacher gave the information in respect of the UK in the following table. Similar data for the world as a whole are not available, but indices for SITC Sections 5-8 in aggregate, both for the developed market economies and for the UK, are contained in the reply above.

UNITED KINGDOM EXPORT UNIT VALUE INDICES 1970 = 100

SITC Section		5		6		7		8	
		US$	£	US$	£	US$	£	US$	£
1973	1st quarter	110	109	114	113	125	124	115	114
	2nd quarter	118	112	127	121	134	128	121	114
	3rd quarter	118	115	132	128	135	131	125	121
	4th quarter	126	126	134	135	134	135	122	123
1974	1st quarter	135	143	138	145	136	143	120	126
	2nd quarter	168	168	160	160	149	149	132	132
	3rd quarter	175	179	166	170	155	158	137	140
	4th quarter	186	191	170	175	163	168	141	146
1975	1st quarter	199	200	179	180	178	179	153	153
	2nd quarter	203	209	179	184	184	190	158	163
	3rd quarter	185	209	169	191	179	201	157	177
	4th quarter	180	211	169	198	181	213	155	182
1976	1st quarter	183	219	170	204	187	224	156	187
	2nd quarter	174	232	163	217	182	242	149	198
	3rd quarter	181	245	170	231	187	254	157	213

Source: Department of Trade.

Aircraft security

David Mudd (Falmouth and Camborne) asked for a list of illegal explosives and weapons revealed in passenger security searches at London Airport in the years 1974, 1975, and 1976 to date.

Mr Clinton Davis gave the following table:

	Firearms		Potentially dangerous articles
	Real	Other	
1974	64	926	1,835
1975	96	1,353	2,265
1976	81	1,513	2,244

'No explosive substances have been discovered,' said Mr Clinton Davis. 'There was no evidence in any case where weapons or dangerous articles were found that the passenger intended to commit an offence.'

Soya imports

Figures were requested by Tony Newton (Braintree) to show imports of soya beans and soya derivatives, by value and by volume, for each of the past 10 years.

Mr Meacher gave the following information:

		1966	1967	1968	1969	1970	1971	1972	1973	1974	1975
Soya beans	£ million cif	12.5	10.6	10.9	14.3	17.2	16.3	28.9	64.4	86.2	81.9
	Thousand tons	281	249	237	318	359	302	529	768	785	742
Soya bean cake and meal resulting from oil extraction	£ million cif	8.9	6.9	9.2 (1)	7.0 (1)	11.9	15.4	11.5	19.2 (1)	25.8 (1)	20.3 (1)
	Thousand tons	213	161	190 (1)	144 (1)	244	314	217	198 (1)	286 (1)	246 (1)
Soya bean oil	£ million cif	1.8	1.4	1.2	2.2	7.1	12.4	7.0	2.2	11.2	7.9
	Thousand tons	17	16	15	25	60	89	62	13	39	29
Soya bean flour and meal, non-defatted	£ million cif	n.a. (2)	n.a. (2)	n.a. (2)	n.a. (2)	n.a. (2)	n.a. (2)	n.a. (2)	0.2 (3)	0.4	0.2
	Thousand tons	n.a. (2)	n.a. (2)	n.a. (2)	n.a. (2)	n.a. (2)	n.a. (2)	n.a. (2)	1 (3)	2	1

Notes:
(1) Excludes cake as figures not available.
(2) Figures not available.
(3) Relates to the 11 month period February-December 1973.

Friday, 5 November

Courtaulds

John Ryman (Blyth) asked how much was the total sum of money advanced by the Department of Industry to Courtaulds Ltd and any of its subsidiaries during the last five years by way of (a) grant and (b) loan.

Mr Williams answered: 'Since 1 January 1972 grants totalling £5,395,040 and loans totalling £700,000 have been advanced to Courtaulds and its main subsidiary companies under the local employment acts and under section 7 and 8 of the Industry Act 1972. All these grants and loans have been monitored by my department. I regret it is not possible without a disproportionate amount of time and effort to calculate the total amount of investment and regional development grant paid to Courtaulds and its subsidiaries over this period, however, over the past two years a total of at least £2.1 million in regional development grants has been paid to Courtaulds and seven major subsidiaries. This total does not include sums of less than £25,000.'

Concorde

Robert McCrindle (Brentwood and Ongar) asked what the Secretary of State for Industry's policy is on permitting the leasing of Concorde to foreign airlines.

Services to exporters

The following government offices provide services for UK exporters:

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Scotland
Scottish Economic Planning Department
Industrial Development Division
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 SEPD GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Wales
Welsh Office
Industry Department
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 INDUSTRY CARDIF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. (0532) 443171. Telex 557925/6 DTI LEEDS

Northern Regional Office
Stanegate House, 2 Groat Market, Newcastle upon Tyne, NE1 1YN
Tel. (0632) 24722. Telex 53178 DTI NTYNE

Cumbria District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Severns House, 20 Middle Pavement, Nottingham, NG1 7DW
Tel. 0602 56181. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

'We, together with the French government, are examining this question as a matter of priority,' said Mr Kaufman.

Ronald Brown (Hackney South and Shoreditch) asked for a statement on the talks held with the French Secretary of State for Transport in London on 2 November.

Mr Kaufman answered: 'My hon friend the Parliamentary Under-Secretary of State in the Department of Trade, (Mr Clinton Davies) and I met M Marcel Cavaille, the French Secretary of State for Transport on 2 November 1976 in London to review progress on the Concorde project and to discuss further the possibilities of collaboration on civil aircraft projects.

'On Concorde we noted with satisfaction the very successful entry into service of the aircraft, and its wide acceptance; we affirmed our determination to complete to schedule the 16 aircraft programme, while maintaining production facilities in the best possible condition; and we looked forward to the opening of further routes, notably to New York, Melbourne and Tokyo. Noting the manufacturers' decision on a joint promotional effort, we agreed to carry further current work on an active commercial strategy.

'On subsonic aircraft, we agreed that, as part of the review of the options open to the two countries in this field, we would urge our industries, in consultation with our officials, to pursue as a matter of priority investigations into the possibility of collaboration on the 200 seats medium range aircraft (in the Airbus family) and the 160 seats short to medium range aircraft. The studies should cover among other things, prospective profitability, financing, and sharing of design, development and production work, as well as market prospects. We will be asking our industries to try to conclude their studies within two months.

'We also reviewed the scope for an aircraft of approximately 100 seats, and noted that this was a field in which the United Kingdom would appropriately seek the lead in a single collaborative European project; it was one in which the French government, without committing itself, would be prepared to consider partnership. We agreed that this issue would also be pursued urgently.

'We then discussed the prospects for an Advanced Supersonic Transport for the 1990s in the light of the technological advantage acquired through collaboration on the Concorde project. We agreed that in principle the co-operation in this area should continue on a basis of mutuality between the two countries. The British government considered that it should consolidate the knowledge and experience gained on Concorde. The French government agreed and intends to explore, through its manufacturers, the conditions on which this matter should be pursued. We agreed that we would continue to keep in touch on developments in this field. We decided not to proceed with the manufacturers' proposals for a derivative of the Concorde, for production in the 1980s, to be developed.'

Financial assistance to industry

Mr Moore asked in which editions of Trade and Industry *details appeared of moneys advanced to Lucas Industries, Ransome Hoffman and Pollard, Cyanamid of Great Britian, Dow Chemicals, BP Chemicals International Ltd and Lindsey Oil Refinery Ltd, and of the projects for which the moneys were advanced.*

Mr Williams said: 'I am surprised that the hon member needed to ask about the editions. The offers made to Lucas Productions Ltd, Ransome Hoffman and Pollard Ltd, Cyanamid of Great Britain Ltd, and Dow Chemicals Ltd, were published in *Trade and Industry* on 8 October (page 120). These projects concern the production of diesel engine components, ball-bearings, pharmaceuticals, and agricultural chemicals respectively.

'As yet no payments have been made to BP Chemicals International Ltd and Lindsey Oil Refinery UK so that offers have not been published in *Trade and Industry*. In these two cases, however the offers were approved by resolutions of the House under Section 8(8) of the Industry Act 1972 on 24 March 1976 and on 21 June 1976 respectively.'

Retail price index

Dennis Canavan (West Stirlingshire) wanted to know the latest monthly rise in the retail price index.

'The retail price index rose by 1.3 per cent between 17 August and 14 September 1976,' said Mr Hattersley.

'We have already made considerable progress in bringing down the rate of inflation. The increase in the retail price index for the twelve months to September 1976 was 14.3 per cent. However we are unlikely to see much improvement in this over the next few months.'

Industrial publicity

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr T. Cooban, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: Mr P. T. Brazier, Severns House, 20 Middle Pavement, Nottingham NG1 7DW (Tel: 0602 56181 – Telex 37572 COINOT – G)

Eastern: Mr A. A. McLoughlin, 72-80 Hills Road, Cambridge CB2 1LL (Tel: 58911 – Telex 81187).

London & South Eastern*: Mr R. Dean, OBE, St Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 848216).

South Western: Mr P. Yorke, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr P. Porter, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St. James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr. E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-928 2345 ext. 271 – Telex 915444).

Publications

Two trade directories

Trade Contacts in Arab Countries, compiled by the London Chamber of Commerce and Industry. (249 pages. Kogan Page. 1976. £15.00. ISBN 0 85038 341 2.) The main objective of this new directory is to assist companies, especially the first-time exporter, wishing to trade with Arab countries. The information and advice presented here should facilitate transactions with middle-east government ministries, para-state and private companies and also provide access to numerous other organisations and agencies concerned with commerce and industry in this part of the world. The introductory material consists of short notes on preliminary procedures for those new to middle-east trade. Part one of the directory comprises four sections, all in alphabetical country order, which give the full postal and telegraphic locations of the following: British embassies and high commissions in Arab countries; chambers of commerce in Arab countries; United States embassies in Arab countries; Arab embassies in London. This first section concludes with a short compendium of other addresses useful to those engaged in middle-eastern trade and commerce. The bulk of the publication is found in part two – the directory of countries. The 17 Arab League nations listed comprise Algeria, Bahrein, Egypt, Iraq, Jordan, Kuwait, Lebanon, Libya, Morocco, Oman, Qatar, Saudi Arabia, Sudan, Syrian Arab Republic, Tunisia, the United Arab Emirates, and the Arab Yemen Republic. For each of these countries the directory lists the main government ministries, ministries or agencies issuing tenders or contracts, the main trading organisations and the products handled, banks and financial organisations, transport, communications, chambers of commerce and embassies. The usefulness of the volume is greatly enhanced by the concluding item which is an extensive relative index of products and services. Under each of some 70 headings the countries concerned are arranged alphabetically and the specific organisation is then listed by name in its national context. Thus the reader is directed, at a glance, to all of the directory entries relevant to a particular product or service in the country of interest. This, then, is the first edition of a very thorough and up-to-date guide to one of the most dynamic and fast developing of the world's markets.

Netherlands-British Trade Directory 1976-77. Netherlands-British Chamber of Commerce. (300 pages. Available from the Netherlands-British Chamber of Commerce, The Dutch House, 307-08 High Holborn, London WC1V 7LS. 1976. Free to members: others £8.50 including postage.) This is the eleventh edition of a well established work, the purpose of which is to inform those in any way associated with Dutch/British trade, industry and commerce. The publication opens with an outline briefing of the chamber of commerce, including a note on its history and a guide to its services. The main text is devoted to a four-part compendium of information on the Netherlands and the United Kingdom. Part one, on the Netherlands, consists of general information likely to be of use to UK businessmen visiting that country. Included here are details of chambers of commerce, government offices, commercial and trade addresses, communications, hotels and accommodation generally, health facilities and motoring. Dutch commercial life is outlined in part two: listed here are details of taxes, duties and excise; labour, wages and working hours; mergers and take-overs; patents, trade-marks and trade names; establishing a business in the Netherlands; regional incentives; foreign exchange regulations; and, finally, a short survey of banking facilities. The information given for the United Kingdom is arranged in a similar manner. Following the country sections is a trade directory of Dutch and British firms grouped in an alphabetically arranged trade classification. Then comes an alphabetical list of Dutch members of the Netherlands-British Chamber of Commerce and this, in turn, is followed by a similar list of British members. Regular revisions ensure that this directory is an up-to-date and accurate guide to the Dutch market.

Companies: disclosure, law and practice

Sharing the Facts: current law and practice on disclosure of information, a report prepared by Arthur Young Management Services. (70 pages. Available from Arthur Young Management Services, Moor House, London Wall, London EC2Y 5HP. 1976. Free.)

The purpose of this volume is to inform companies about present disclosure law and practice and to describe the main considerations in developing a company information policy. The subject of disclosure by companies can be broadly divided into two areas – public accountability and information for employees. Both of these aspects are covered in this report, although the main emphasis is on the provision of information to employees. Including the introductory note, the report is divided into four parts, the second of which is devoted to current and proposed legislation. For the purposes of disclosure, the relevant legislation falls into two main categories. There is the general duty of companies to disclose certain information to both shareholders and the public and this statutory obligation is derived essentially from the Companies acts. The second category covers information for and about employees and the requirements for this type of disclosure is mainly embodied in the *Employment Protection Act*, the *Industry Act* and the *Health and Safety at Work Act*. All of this is examined in Part two as well as the proposed company legislation outlined in the *Companies (No 2) Bill*, published in March 1976. This legislation part of the report also includes comment on the *Stock Exchange Rules*, accounting standards and the development of EEC company law harmonisation. Part three, current trends, summarises recent developments in attitudes to disclosure as reflected in the pronouncements of the Accounting Standards Committee, the Confederation of British Industry, the Trades Union Congress and the British Institute of Management. For purposes of comparison, a brief review of disclosure practice in Europe and the USA is also included. As in part two, two principal categories of disclosure are involved – that provided for shareholders and the public and information disclosed to employees, for collective bargaining and other purposes. Emphasis is given, in part three, to the Accounting Standards Committee publication the *Corporate Report*, a discussion paper published in July 1975, which declared that all large economic entities (companies, trade unions, etc.) had a duty to report their activities publicly, whether or not this was required by law. The development of a company information policy is the subject of part four which consists of two checklists designed to assist companies in establishing an information policy covering both outside groups and employees. Three appendices provide summaries of the following statutes, standards and rules: the disclosure requirements of the *1948 and 1967 Companies acts*; 11 statements of *Standard Accounting Practice* so far published by the *Accounting Standard Committee*, and the *Stock Exchange Rules on Annual Disclosure*. Besides being an up-to-date survey of the present situation regarding company disclosure, this report is a valuable working document for those wishing to develop their facilities and practices in this field.

European community news

Commission's economic report predicts growth in 1977

Real gdp in the community could grow by 4 per cent in 1977, according to the EEC commission's annual report on the economic situation in the community. The report, which was sent to the council on 20 October, will be discussed by finance ministers on 22 November.

It points out, however, that the economic recovery in the community had lost momentum since the early part of 1976, reflecting the slow growth of private consumption and weakness in private investment. In August industrial output was still 4 per cent below 1974's record level. At the same time the differences between cost and price trends in industrial member states had not been reduced, underlying inflation remained strong and unemployment had remained high, or worsened.

The report notes that the recent slowdown could be only temporary but a more confident assessment of the prospects would depend on the trends during the second half of 1976. The restrictive policies adopted in a number of countries recently carried the risk of checking economic activity. But in the commission's view these stabilising programmes are necessary to eliminate internal and external disequilibrium in the community. The fragility of the expansion reflected an uncertain demand for investment. Fears of new monetary disturbances and of commodity price rises could inhibit confidence and the growth of international trade.

The report predicts that private consumption in the community should continue to increase if the increase in incomes and a slowing of inflation reinforce consumer confidence. Investment in plant and construction could begin to increase gradually. In most countries exports are expected to be the greatest stimulus to activity; world imports should increase by about 8-9 per cent in 1977.

A 4 per cent growth rate, says the report, could reduce unemployment but not by much: the number of wholly unemployed in the community may still be at least as high as in 1975. Without more determined action, inflation would show little change on 1976, which would be unacceptable for the community.

The commission expects to see a deficit on current account in the community during the outlook period. On the basis of a likely increase in the OPEC countries' surplus, and smaller deficits in non-oil producing developing countries and the state trading economies, the OECD developed countries, it says, must accept larger current deficits in 1976 if a stagnation of world trade is to be avoided. 'The efforts made by most member states to reduce their balance of payments deficits could thus meet with success only if the other community countries reduce their surpluses and if developing countries outside the community, more particularly the USA and Japan, accept their corresponding deficits.'

The commission suggests that, in the interests of community solidarity, measures should be taken, first, for the co-ordination of aggregate demand management, reducing consumption in the deficit countries and strongly increasing import demand in the surplus countries; and, second, for the provision of funds for financing if the adjustment process is too slow in the community, or if the other developed countries are not prepared to accept large deficits.

Advertising in 'Trade and Industry'

All advertising in *Trade and Industry* is now handled by T. G. Scott & Son Limited of 1 Clement's Inn, London WC2A 2ED (tel: 01-242 6264 and 01-405 4743), and not by Her Majesty's Stationery Office.

Trade and Industry continues to be published for the Departments of Industry, Trade and Prices and Consumer Protection by Her Majesty's Stationery Office and all existing contracts and agreements will continue unchanged.

Her Majesty's Stationery Office will continue to handle all circulation and distribution matters, and subscription inquiries and queries should continue to be addressed to them.

Green pound devaluation not right answer – Silkin

A call had often been made for an across-the-board devaluation of the green pound. But for many reasons this was not the right answer at this particular time, John Silkin, Minister of Agriculture, Fisheries and Food, told the Bacon and Meat Manufacturers' Association at an inaugural lunch in London on 2 November.

He said the UK's concern must be the fight against inflation, which was affecting the meat processing industry as much as any other. He pointed out that Britain could not at present accept the cost of living effects of a devaluation of the green pound. It would certainly result in higher prices for the consumer; but, he asked, would such a devaluation really help pig producers? They would be faced with increases in feed costs which might well erode any benefit to them from the reduction in monetary compensatory amounts.

Mr Silkin referred to the monetary compensatory amounts (mcas) charged on pig meat trade within the EEC and said that the mcas at their present level distorted trade within the community and put the UK's industry at a competitive disadvantage.

He said, 'Both the industry and the consumer are better off with a change in the way mcas are calculated rather than a devaluation of the green pound. So the change which he negotiated in Luxembourg on 25 and 26 October gave some hope to processors, producers and consumers alike. It was to Britain's advantage to have a viable home industry rather than to have to accept a foreign domination of Britain's home markets.

He explained that in putting forward this proposal, the commission had implicitly accepted that the green pound and the method of calculating pig meat mcas were entirely separate issues. Their response to the UK's case has been to move as far as they could in reducing mcas within existing community regulations.

'Of course, an 8 per cent cut in mcas is not enough,' he said, 'I shall continue to press for a larger cut. Because we have now established that this question is not automatically linked with the green pound, it is now up to the EEC council of agriculture ministers to recognise this fact and to respond to a fair case for a bigger change.'

EEC-US six-monthly talks

At the recent round of half-yearly talks in October between the EEC and the United States both bilateral and international problems were discussed.

On international problems three main topics were covered, the Tokyo round of multilateral trade negotiations, the law of the sea and fishing problems and the Conference on International Economic Co-operation.

On bilateral problems, the two sides agreed to continue consultations on such questions as special steels and the community scheme on poultry imports.

The EEC commission delegation was led by Finn Olav Gundelach.

Proposals for a community steel policy

New steel policy proposals have recently been put forward by the EEC commission. The proposals which are designed to shield the industry in future from excessive imbalance in the supply and demand for steel are the subject of current talks between Henri Simonet, commissioner for steel policy and the ministers concerned in the different member states.

The commission's proposals include a series of permanent measures to assist the steel industry and a set of special measures to be activated only in a crisis.

Permanent measures

The commission believes that improved forecasting methods are essential if cyclical imbalance is to be avoided. It therefore proposes permanent statistical monitoring of the steel market through the community's statistical office in order to give an up-to-date picture of the supply and demand position on the steel market.

In its proposal the commission emphasises that no attempt would be made to supersede an undertakings own investment initiative. However, in future the commission could adopt a 'more openly negative position' on investment projects which risked creating excess capacity.

The commission believes that the annual survey on investments could provide it with a useful instrument for closer contact with the industry, particularly in the encouragement of better co-ordination of investment intentions. It would also be possible to use loan policy to assist joint investments in heavy production plant.

Special measures

Noting that the forward programme (regular forecasts of demand and supply) agreed by all sectors of the industry has already helped to adjust supply to real demand and check the deterioration of the market, the commission proposes that firms would be invited to enter into individual agreements with the commission in order to meet the production or delivery levels agreed in the forward programme. Such agreements would be subject to strict time limits.

The commission would also like to be able to exercise some control over prices if these began to fall in a deteriorating market, or appeared due to the low price of third country imports. Such control could involve discussions at international level with external customers and publication by the commission of minimum reference prices.

While there can be no question of the commission's joining in endeavours to limit world free trade in steel products, it proposes that there should be consultations with third country steel producers on solutions to problems facing the industry world-wide. This could help to prevent duplication of effort and over-capacity and would, therefore, contribute to a better balance between world demand and supply.

Finally, the commission would like to play a greater part in averting the unemployment and other social problems that affect the industry in times of crisis and recession. It would be ready to contribute towards a detailed study of the economic and social conditions under which the reconversion of particularly hard hit regions could be carried out.

As part of this policy the commission is preparing new guidelines on reconversion policy. These have already been discussed with the ECSC consultative committee.

Gerald Kaufman, Minister of State for Industry (left), with Henri Simonet, commissioner for steel policy, during their talks in London on 4 November.

Ministers discuss inland transport and shipping policy

Stanley Clinton-Davis, the Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, represented the British government at the meeting of the council of EEC transport ministers in Brussels on 4 November.

The council was primarily concerned with inland transport questions, but shipping policy issues were also discussed. Ministers approved the work already undertaken at official level and recommended that it be continued.

The shipping policy questions involved included the United Nations liner code convention, the threat posed by the merchant fleets of the eastern bloc, sub-standard ships, and the development of a European shipping policy.

In Iceland this week

Finn Olav Gundelach acting EEC commissioner for external affairs, travelled to Reykjavik yesterday (11 November) for a general exchange of views with the Icelanders on fisheries matters. Further talks with the Icelanders on the conclusion of a fisheries agreement with the community are likely to take place shortly.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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CAA to inquire into European fares 404
Industrial strategies: a progress report 410

Parliament

Richest and poorest regions in EEC 425
Paper and board 425
Price indices in UK, Germany, France and Italy 426

Overseas trade news

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European community new legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The text of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Oils, fats and oilseeds. Regulation (EEC) 2526/76 relating to a special tendering procedure for fixing the levy on olive oil (*Official Journal* L287, 19 October 1976).

Regulation (EEC) 2598/76 on the standard amount for unrefined olive oil produced entirely in Greece and transported direct from that country into the community (*Official Journal* L297, 28 October 1976).

Regulation (EEC) 2599/76 fixing the threshold price for olive oil for the 1976/77 marketing year (*Official Journal* L297, 28 October 1976).

Regulation (EEC) 2600/76 extending the term of validity of regulations (EEC) 601/76 and (EEC) 602/76 laying down special measures in particular for the determination of the offers of olive oil on the world market and the Greek market (*Official Journal* L297, 28 October 1976).

Regulation (EEC) 2660/76 amending regulation (EEC) 3423/73 on detailed rules for granting subsidies for olive oil (*Official Journal* L300, 30 October 1976).

Milk and milk products. Regulation (EEC) 2575/76 amending or repealing various regulations concerning intervention in the milk sector (*Official Journal* L293, 23 October 1976).

Regulation (EEC) 2612/76 amending regulation (EEC) 677/76 laying down detailed rules for the application of the system for compulsory purchase of skimmed-milk powder (*Official Journal* L297, 28 October 1976).

Cattle, beef and veal. Regulation (EEC) 2576/76 amending regulations (EEC) 2036/74 (EEC) 2073/74 and (EEC) 2320/74 as regards the selling prices for certain beef held by the intervention agencies and bringing forward the qualifying date for the sale of certain meat (*Official Journal* L293, 23 October 1976).

Harmonisation of legislation

EEC pattern approvals. The *Official Journal of the European Communities* C247, 20 October 1976, contains a notice about EEC pattern approvals, published in application of article 5 of directive 71/316/EEC on the approximation of the laws of the member states relating to common provisions for both measuring instruments and methods of metrological control. The pattern approvals are for gas meters, non-automatic weighing machines and measures of length.

Copies of *Official Journal* C247 may be obtained from HMSO, price 70p plus postage.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

New free EEC guide for businessmen published

A new edition of 'EEC – Your Questions Answered' has just been issued by the Department of Industry's EEC Information Unit to replace a booklet of the same name published at the end of 1974.

Revised, updated and with a good deal of new material, this is a guide for businessmen in the widest meaning of the term – exporters, importers, manufacturers and all those who need to know the way in which EEC policies and legislation may affect their day-to-day business activities and forward planning. It will be of special interest to exporters and contains a message from Sir Derek Ezra, chairman of the European Trade Committee, drawing attention to the increasing opportunities of the EEC market and suggesting some areas of manufacture in which there are particularly good prospects for British exporters.

The main part of the book is in question-and-answer form based on the sort of inquiries received by the EEC Information Unit in its daily contacts with businessmen. Subjects covered include trade, customs, market information, technical standards, competition policy and working and travelling in Europe. New chapters have been added on company law and insurance, financial and other help from the community and how to keep up with community developments. The text is complemented by tables and diagrams showing, for example, the provisions of EEC association and trade agreements, the status of article 100 (technical standardisation) directives and the progress of the company law harmonisation programme.

The book has an article outlining the evolution of the community and, under the heading 'How the Community Works', articles about community institutions, how community law is made and takes effect and the way industry and commerce influence community policies. Time-saving reference material includes a publications list, a glossary of abbreviations and useful addresses in Europe and the United Kingdom.

A comprehensive index has been added to this new edition and there are lists of contact points for specialist advice but readers unable to find the information they need should contact the EEC Information Unit. The unit's main concern is with those matters which are the responsibility of the Departments of Industry, Trade and Prices and Consumer Protection but, even outside this very wide range, its staff can usually help the inquirer by finding the right contact in another government department or outside body.

Free copies of this 128-page guide can be obtained from the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5377 or 3579 (publications). The number for inquiries is 01-215 4301 (six lines).

Cross frontier trading law in the EEC

European Studies Conferences Ltd are organising a two-day seminar, 'Cross frontier trading law in the EEC', in Amsterdam on 9 and 10 December.

Subjects to be discussed will include distribution agreements, price control under the treaty of Rome, dealing with the commission, progress towards the implementation of EEC and Euro patents and the common market trade mark.

Inquiries should be addressed to European Study Conferences Ltd, Kirby House, 31 High Street East, Uppingham LE15 QPY, tel. 057-282 3601/2.

Free service for businessmen!
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is:
EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

Choosing a business partner elsewhere in the community

The commission of the European communities set up the business co-operation centre to encourage co-operation between firms in different member states wishing to increase competitiveness and respond to the opportunities opened up by access to the community's markets. Co-operation is defined as pooling one or more activities of partner firms: for example, in research and development, supplies, production, marketing and sales and management.

A firm seeking the centre's help will be asked to provide certain information about itself, and to define exactly what type of partner and what type of co-operation it wants. All the information supplied, and any inquiries received, are treated as strictly confidential, and no names are revealed without the agreement of all parties. The centre will search its files for a suitable partner, and if the application cannot be matched with an offer already registered, will, if the firm agrees, circulate a summary of the firm's requirements, with no names mentioned, to the 'correspondents' which it has in every country of the community.

It is as one of the centre's correspondents in this country that we reproduce the latest batch of requests for co-operation. Readers wishing to obtain further information should write direct to the centre at the following address, quoting the reference number of the request(s) in which they are interested: Business Co-operation Centre, rue Archimede 17, B-1040 Brussels. The centre makes no charge for its services.

BRE/4144/483
French limited company with turnover of Fr 4.3 million and 30 employees specialising in moulding in all plastic materials (vessels, ventilators, pumps, ducting, etc) all coatings by fluidising or electrostatic methods of any metal objects up to 10 x 3 x 3m under four well-known chemical trade names seeks co-operation with a British company in the same sector but having a complementary specialisation (eg small items) so that both partners would profit reciprocally by the others clientéle for orders relevant to their respective capacities. This being the case, integration within a larger group could be envisaged.

Languages: English.

BRE/4090/3289
French precision-engineering firm, located near Swiss and Italian borders, turnover Fr 5 million, payroll 30, seeks British partner wishing to have finished products (eg precision micromotors, small pumps or laboratory apparatus), sub-assemblies (eg gas regulating taps, telephone sub-assemblies electrical apparatus) or industrial screen-printed goods produced in France. The French firm proposes the formation of a joint company on a 50/50 basis. It would undertake the marketing of the goods in France.

BRE/4164/315
Italian firm producing sheet-steel or stainless-steel radiators (including electric) and boilers (including steam), payroll 200, turnover L4,000 million, with markets in Italy, France and Germany, seeks partner manufacturing air-conditioning equipment, with a view to forming a joint company for the manufacture and sale of air-conditioning equipment on the Italian market.

Languages: French, English, German, Italian.

BRE/3777/73
German firm with activity in national (30 per cent) or transnational (70 per cent) inland shipping, running nine recently-built (1972-1974), motorised 1,600 ton barges (two slightly above) with total capacity of 15,000 tons, turnover DM3 million, workforce 35 of which 32 ship's crew, seeks co-operation in chartering or even merger with British larger group, with same or related activity, ie shipping company, freight broker firm etc.

Languages: German, English.

BRE/4000/316
French company specialised in fine and high quality stainless steel and non-ferrous metals: professional and domestic kitchens, stainless steel furniture etc;
automatic pasteuriser/mixer/freezer for the manufacture of ice-creams;
turnover Fr 5 million, payroll 45, seeks a British partner in the same or related field, interested in merging with or acquiring the French company.

Languages: French, English, German.

BRE/4055/482
German company, remoulder of tyres for cars, trucks, aviation and special purposes, four production units, one of which is in France, and more than 160 retail outlets (20 in France), own sales organisation with approximately 300 exclusive representatives, selling to retail trade, garages, workshops and industry throughout Germany, turnover DM427 million, 3,250 persons employed, seeks for one of its production units, with workforce of 500, partners in the European community with products compatible with present production of German firm, such as rubber or plastic items, in view of a joint venture for production and sales in Germany.

Languages: German, English.

BRE/4135/256,6
French limited company with turnover of Fr 15.2 million and 73 employees manufacturing chemicals for leather-processing industry (tanneries, taweries and footwear industry) and industrial glues, and importing resins, retanning products, oils and machines for the footwear industry, seeks co-operation with a British firm:
either in the same sector but manufacturing complementary products (eg chemicals for treatment of non leather materials in the footwear industry);
or a manufacturer of machinery for tanning.

The co-operation could consist of reciprocal distribution of products and joint research into new products.

Languages: French, English.

BRE/4141/837
French firm consulting engineers specialising in water treatment, environmental protection, energy and fluids, turnover Fr 6,550,000, employing 47 engineers and technicians, having three approved laboratories, seeks British partner:
either a non-specialist consulting engineer, or having a different specialisation (the association between the two firms would permit a broadening of their fields of activity);
or a construction firm which could use the French firm's technology to enter into new markets (construction of refineries, water treatment plants etc).

Languages: French, English, German.

British president for ESC

It was announced in *Trade and Industry* of 5 November (page 366) that Basil de Ferranti had been elected president of the EEC's economic and social committee. The heading 'British president for ECSC' should, of course, have read 'British president for ESC'.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Economic indicators of the EEC

These tables have been prepared for the convenience of users who do not have access to the sources themselves; international publications (as indicated) have been used, supplemented by later reports where possible. In addition to the member states of the EEC, the United States and Japan have been included for comparison.

The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned.

From 6 August 1976, actual unemployment figures rather than indices have been published. Unemployment rates reflect national practices of defining the rate rather than those based on the size of the labour force in 1970 which had been used previously. These changes are in concert with the comparison of international unemployment now published regularly in the *Department of Employment Gazette* where seasonally unadjusted figures are also to be seen.

TABLE 1 Industrial Production (Excluding construction) Seasonally adjusted Indices 1970 = 100

	Belgium	Luxembourg	France[1]	German F.R.	Ireland[2]	Italy	Netherlands	United Kingdom[5]	EEC[3]	*United States*[4]	*Japan*
Weights in EEC	3.9	0.3	18.1	39.9	0.6	13.3	4.5	19.4	100.0	—	—
Weights in total	1.3	0.1	6.0	13.2	0.2	4.4	1.5	6.4	33.1	*43.3*	*11.9*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	103	99	104	102	105	100	106	100	102	*100*	*103*
1972	109	103	112	106	109	104	111	102	106	*108*	*110*
1973	116	115	120	113	119	114	118	111	115	*118*	*127*
1974	120	119	123	112	123	119	121	108	116	*117*	*124*
1975	108	93	112	105	115	109	115	102	107	*107*	*110*
1975 1st quarter	112	103	114	106	116	110	117	107	109	*105*	*106*
2nd quarter	108	92	111	104	114	107	114	101	105	*103*	*110*
3rd quarter	103	82	111	103	114	106	111	100	105	*107*	*112*
4th quarter	109	95	114	108	116	111	119	102	109	*110*	*113*
1976 1st quarter	115	98	121	112	124	115	120	103	113	*118*	*119*
2nd quarter	121	104	121	113		121	120	104	114	*120*	*125*
1975 April	111	93	112	102		109	113	103	105	*103*	*109*
May	105	84	108	106		103	114	100	105	*103*	*110*
June	111	96	112	103		109	114	100	106	*104*	*111*
July	101	90	110	99		110	109	101	103	*105*	*114*
August	100	61	110	104		98	111	99	103	*107*	*112*
September	107	96	111	106		110	114	101	106	*109*	*114*
October	109	89	113	107		112	116	102	108	*109*	*114*
November	110	98	113	109		113	122	102	109	*110*	*112*
December	107	98	117	109		108	120	101	109	*111*	*114*
1976 January	111	97	120	110		110	120	102	111	*117*	*117*
February	115	98	120	114		117	120	103	114	*118*	*119*
March	120	99	121	111		117	121	103	113	*119*	*123*
April	122	99	121	112		118	120	104	114	*119*	*127*
May	120	107	121	111		124	120	106	114	*120*	*124*
June	121	105	122	115		122	121	102	115	*121*	*126*
July		92	124 (e)	109		121 (e)	120	140		*121*	*129*
August			126 (e)	111 (e)		119 (e)		103		*122*	*127* (e)
September										*122* (e)	
% change latest three months:											
On previous three months	4.9	2.7	2.5	0.3	6.9	0.8	Nil	−1.6	1.5	*1.4*	*2.1*
On a year earlier	11.0	12.6	12.1	9.5	6.9	14.2	7.1	2.5	8.5	*13.7*	*13.4*

[1] Excluding clothing, wood products and furniture. [2] Mining and manufacturing only. [3] Excluding Denmark. (e) Estimated.
[4] From 1976, data are not comparable with those for earlier periods. [5] UK per cent changes are calculated with a non-rounded series
Source: 'OECD Main Economic Indicators'

Economic Trends Annual Supplement

The monthly *Economic Trends* is well known. Now the Central Statistical Office has published for the first time an *Annual Supplement* which provides a unique source for long runs of quarterly and annual data for the key series of economic indicators.

Some 300 series are included, rebased to give continuous runs for as far back as possible in the post-war period. About half span 25 years or more.

The *Annual Supplement* comes as part of the annual subscription to *Economic Trends*, (£21.85 including postage) or can be purchased separately, price £1.15 (by post £1.43)

Post orders to HMSO, PO Box 569, London SE1 9NH or the government bookshops in Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol (see local Yellow Pages under bookseller section for addresses of bookshops and HMSO official agents)

Please send your orders to Her Majesty's Stationery Office, PM2L (ZT9), Atlantic House, Holborn Viaduct, London EC1P 1BN. Government publications can be bought from the government bookshops in London, Edinburgh, Cardiff, Belfast, Manchester and Bristol, or through booksellers

See Yellow Pages for your nearest stockist of government publications.

HMSO BOOKS

TABLE 2 Unemployment seasonally adjusted

Numbers thousands

	Belgium[2]	Den-mark[4]	France[1]	German F.R.[1]	Ireland[2]	Italy[3]	Nether-lands[1]	United Kingdom[1]	*United States[3]*	*Japan[3]*
1971	71	30	337	185	42	613	62	776	*4,993*	*639*
1972	87	30	380	246	48	696	108	885	*4,840*	*730*
1973	92	20	394	274	44	669	110	611	*4,304*	660
1974	105	45	498	583	48	560	135	600[5]	*5,076*	*720*
1975	177	103	840	1,074	75	654	195	929	*7,830*	*990*
1974 1st quarter	93	19	441	473	43	548	121	577	*4,652*	*683*
2nd quarter	97	32	443	512	46	528	124	577	*4,666*	*660*
3rd quarter	107	50	474	609	49	556	139	614	*5,036*	*715*
4th quarter	122	77	615	815	56	604	156	643	*6,053*	*869*
1975 1st quarter	141	101	731	1,019	69	553	174	738	*7,664*	*888*
2nd quarter	170	101	837	1,073	75	727	190	847	*8,203*	*956*
3rd quarter	191	99	877	1,110	78	653	207	1,000	*7,802*	*989*
4th quarter	210	111	916	1,141	80	698	211	1,132	*7,824*	*1,167*
1976 1st quarter	209	111	935	1,163	82	625	208	1,223	*7,151*	*1,043*
2nd quarter	230	98	957	1,027	84	755	206	1,247	*7,014*	*1,101*
3rd quarter								1,308		
1975 June	180	96	878	1,084	77		193	894	*8,071*	*1,015*
July	183	85	885	1,113	78		202	968	*8,096*	*966*
August	191	104	864	1,121	77		207	997	*7,924*	*977*
September	199	107	882	1,097	79		210	1,034	*7,970*	*1,025*
October	211	109	900	1,132	80		211	1,089	*8,092*	*1,187*
November	211	107	926	1,137	80		211	1,133	*7,939*	*1,125*
December	208	117	921	1,153	81		211	1,175	*7,735*	*1,189*
1976 January	205	114	928	1,188	82		208	1,211	*7,290*	*1,077*
February	207	113	925	1,194	83		212	1,232	*7,136*	*1,089*
March	215	106	952	1,107	82		205	1,227	*7,027*	*963*
April	221	102	944	1,073	84		203	1,234	*7,040*	*1,051*
May	229	97	961	1,003	85		205	1,250	*6,860*	*1,107*
June	239	94	967	1,004	83		211	1,257	*7,143*	*1,145*
July	238	103	950	1,023	85		218	1,294	*7,426*	*1,090* (e)
August	244	99	962	1,031	84 (e)		227	1,309	*7,506*	*1,072* (e)
September	236 (e)	103 (e)	941	992 (e)			221 (e)	1,319	*7,384* (e)	
October								1,306		
Rate % in latest month	8.9	9.4	5.2	4.3	12.4	3.8	5.4	5.5	*7.8*	*2.0*
% change latest three months										
On previous three months	4.2	4.1	−0.7	−1.1	0.4	+20.8	7.6	3.5	*6.1*	*6.0*
On a year earlier	25.3	3.3	8.4	−8.5	8.6	+3.9	7.6	26.1	*−7.0*	*11.8*

Unemployment data are defined and collected on different bases in different countries. The following notes indicate the main variations which prevent direct international comparison.

1 Registered unemployed (excluding school leavers); rate per cent of total employees
2 Insured unemployed; rate per cent of total insured population.
3 Labour force sample survey; rate per cent of total labour force.
4 Unemployment-insurance beneficiaries; rate per cent of total numbers insured.
5 Estimated in the absence of figures for December 1974.
6 Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given.
7 Some seasonally adjusted data have been estimated from unadjusted material.
8 UK per cent changes are calculated with a non-rounded series.

Source: OECD Main Economic Indicators and *Department of Employment Gazette.*

TABLE 3 Exports (fob) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United King-dom[2]	EEC	*United States[2]*	*Japan[2]*
1970	11,592	3,288	17,940	34,188	1,032	13,188	11,772	19,356	112,356	*43,224*	*19,320*
1971	12,081	3,609	20,592	39,009	1,308	15,177	13,953	22,356	128,084	*44,211*	*23,994*
1972	15,995	4,330	25,739	46,208	1,610	18,535	15,392	24,340	153,152	*49,676*	*28,591*
1973	22,416	6,120	35,952	67,440	2,124	22,236	23,952	28,862	210,684	*71,316*	*36,936*
1974	28,260	7,716	45,900	89,160	2,628	30,288	32,436	37,188	275,100	*98,508*	*55,536*
1975	28,812	8,712	52,212	90,024	3,216	34,824	34,440	41,689	295,992	*107,652*	*55,752*
1976 1st quarter	7,893	2,199	13,557	23,625	771	8,712	8,928	10,835	77,121	*26,840*	*14,907*
2nd quarter	7,035	2,193	13,317	23,133	756	8,454	8,532	10,413	74,442	*25,795*	*13,842*
3rd quarter	6,408	2,055	12,441	21,060	795	8,697	7,869	9,859	69,813	*27,135*	*13,176*
4th quarter	7,227	2,241	12,876	22,356	852	9,015	9,138	10,470	74,865	*28,206*	*14,097*
1976 1st quarter	7,632	2,148	13,539	23,583	723	8,466	9,075	10,841	76,716	*26,619*	*15,870*
2nd quarter	7,767	2,241	13,956	24,549	813	8,820	8,691	10,828	78,303	*28,692*	*16,608*
3rd quarter								10,837			
1975 May	2,285	706	4,310	7,354	265	2,785	2,722	3,742	24,404	*8,414*	*4,571*
June	2,388	749	4,581	8,169	221	2,921	2,857	3,384	25,482	*8,788*	*4,481*
July	2,053	707	4,186	7,224	266	2,799	2,655	3,418	23,532	*8,868*	*4,423*
August	2,240	671	4,142	6,704	263	3,031	2,499	3,149	22,902	*9,119*	*4,420*
September	2,116	678	4,114	7,132	265	2,848	2,708	3,298	23,378	*9,147*	*4,333*
October	2,271	806	4,148	7,200	316	2,918	3,008	3,555	24,489	*9,303*	*4,764*
November	2,632	724	4,315	7,764	290	3,182	3,095	3,356	25,591	*9,527*	*4,467*
December	2,324	711	4,414	7,392	246	2,916	3,037	3,562	24,785	*9,376*	*4,849*
1976 January	2,488	768	4,425	7,747	247	3,062	2,903	3,600	25,456	*8,840*	*5,037*
February	2,648	683	4,637	7,692	247	2,591	3,017	3,552	25,328	*8,858*	*5,223*
March	2,495	698	4,478	8,145	228	2,813	3,155	3,686	25,931	*8,920*	*5,610*
April	2,550	723	4,568	7,981	290	2,775	2,899	3,552	25,551	*9,114*	*5,299*
May	2,622	780	4,899	8,459	274	3,319	3,009	3,636	27,230	*9,889*	*5,648*
June	2,594	738	4,488	8,110	249	2,725	2,785	3,634	25,511	*9,689*	*5,660*
July	2,308 (e)	744	4,321	7,842	270	3,115	3,192	3,492	25,285 (e)	*9,852*	*5,780* (e)
August			4,644 (e)	7,490 (e)		2,623 (e)		3,636		*9,700* (e)	*5,304* (e)
September								3,703			*5,892* (e)
% change in dollar terms latest three months:											
On previous three months	−2.2	7.5	−3.5	−4.6	3.7	−4.9	−0.9	0.1	1.6	*4.7*	*2.2*
On a year earlier	11.9	4.6	4.2	6.1	5.5	−3.3	9.1	9.8	6.4	*9.2*	*28.8*
% change in national currencies latest three months:											
On previous three months	−0.8	8.0	0.6	−4.7	12.6	−6.1	1.2	2.8	1.7	*4.7*	*−0.4*
On a year earlier	24.8	15.9	20.8	10.2	33.7	25.5	21.7	33.0	23.2	*9.2*	*25.9*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] Weighted average of percentage changes in national currencies.
* All values are expressed in US dollars, making use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.

Source: United Kingdom: Department of Trade
All others: 'OECD Series "A"'.

TABLE 4 Imports (cif) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United Kingdom[2]	EEC	*United States[2,3]*	*Japan[3]*
1970	11,352	4,380	19,116	29,808	1,572	14,940	13,392	21,720	116,280	*39,960*	*18,876*
1971	12,390	4,476	21,261	34,356	1,838	16,026	15,159	23,897	129,403	*45,633*	*19,716*
1972	14,879	4,986	26,696	39,759	2,113	19,252	17,127	27,831	152,643	*55,819*	*23,463*
1973	21,936	7,704	37,380	54,492	2,784	27,816	24,360	38,872	215,232	*69,120*	*38,316*
1974	29,700	9,852	52,824	68,976	3,816	40,968	33,204	54,345	293,568	*100,968*	*62,112*
1975	30,708	10,332	54,240	74,208	3,804	38,364	35,148	53,686	300,048	*96,936*	*57,864*
1975 1st quarter	7,479	2,445	14,016	18,618	987	9,273	9,297	14,057	76,158	*25,002*	*14,895*
2nd quarter	7,359	2,415	13,131	18,678	924	9,039	8,760	13,094	73,395	*22,275*	*13,521*
3rd quarter	6,891	2,439	12,777	17,865	894	9,399	8,091	13,177	71,532	*24,303*	*14,451*
4th quarter	7,626	2,844	14,328	19,188	1,011	10,602	9,084	13,198	77,877	*25,515*	*15,129*
1976 1st quarter	7,752	2,856	15,138	20,043	1,032	9,798	8,901	13,224	78,771	*27,471*	*15,061*
2nd quarter	8,055	2,964	15,351	20,808	975	10,614	9,474	13,998	82,269	*28,725*	*14,994*
3rd quarter								14,293			
1975 May	2,414	809	4,244	5,882	310	2,823	2,886	4,290	23,658	*7,314*	*4,609*
June	2,453	790	4,472	6,222	295	3,234	2,988	4,377	24,836	*7,052*	*4,333*
July	2,267	803	4,294	5,847	302	3,142	2,676	4,520	23,848	*7,805*	*4,823*
August	2,185	805	4,173	5,843	286	2,814	2,544	4,447	23,097	*8,130*	*4,593*
September	2,440	830	4,309	6,174	305	3,443	2,870	4,212	24,587	*8,370*	*5,034*
October	2,456	874	4,644	6,320	308	3,288	2,766	4,397	25,049	*8,406*	*5,089*
November	2,605	978	4,897	6,307	357	3,637	3,203	4,367	26,349	*8,555*	*4,793*
December	2,565	991	4,786	6,562	345	3,676	3,116	4,439	26,478	*8,555*	*5,221*
1976 January	2,671	888	5,043	6,534	332	3,177	2,959	4,423	26,022	*9,425*	*5,126*
February	2,523	972	5,125	6,699	356	3,193	2,902	4,561	26,340	*8,820*	*5,037*
March	2,559	996	4,971	6,811	353	3,429	3,041	4,242	26,408	*9,226*	*4,884*
April	2,661	993	5,020	7,146	321	3,641	3,282	4,622	27,665	*9,651*	*4,975*
May	2,822	981	5,479	6,983	338	3,692	3,176	4,664	28,157	*9,192*	*4,899*
June	2,572	989	4,852	6,680	326	3,280	3,014	4,705	26,449	*9,883*	*5,120*
July	2,407 (e)	911	4,904	6,980	333	3,373	3,164	4,825	26,836 (e)	*10,936*	*4,780* (e)
August			5,141 (e)	7,020 (e)		3,100 (e)		4,595		*10,500* (e)	*4,745* (e)
September								4,866			
% change in dollar terms latest three months:											
On previous three months	+0.8	−2.7	−3.7	−1.5	−4.2	−9.4	1.4	2.1	1.3	*11.6*	*−0.8*
On a year earlier	9.4	19.9	15.1	15.1	8.8	6.1	9.4	8.4	12.6	*36.3*	*6.5*
% change in national currencies latest three months:											
On previous three months	2.1	−2.2	0.4	−1.6	4.0	−10.4	3.6	4.9	0.1	*11.6*	*−3.3*
On a year earlier	22.0	32.8	33.5	19.5	37.9	37.7	22.1	31.3	29.6	*36.3*	*4.1*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. [4] Weighted average of percentage changes in national currencies.
* All values are expressed in US dollars with the use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.
Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

TABLE 5 Balance of Payments on current account

US$ million (unadjusted)

	Belgium/ Luxem-bourg	Den-mark	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	EEC	*United States*	*Japan*
1970	724	−544	297	729	−189	902	−522	1,760	3,157	*2,156*	*1,970*
1971	851	−423	530	323	−190	2,041	−155	2,630	5,616	*−1,323*	*5,821*
1972	1,113	−66	297	1,041	−134	2,266	1,290	386	6,193	*−5,550*	*6,624*
1973	1,140	−472	−691	4,343	−219	−2,510	2,310	−1,806	2,095	*7,156*	*−133*
1974	911	−982	−5,943	9,693	−708	−7,817	2,028	−7,829	−10,647	*2,330*	*−4,650*
1975	1,044	−508	330	3,828	−80 (e)	−528	1,569	−3,717	−150	*17,361*	*−682*
1973 1st quarter	366	−151	−225	565		−669	457	−740		*939*	*497*
2nd quarter	232	−179	280	1,039		−736	682	+51		*906*	*−416*
3rd quarter	217	69	−542	828		−14	35	−409		*965*	*101*
4th quarter	326	−211	−206	1,917		−1,060	1,136	−678		*4,346*	*−315*
1974 1st quarter	339	−519	−1,602	2,757		−2,503	479	−2,117		*2,356*	*−3,274*
2nd quarter	−121	−311	−1,864	2,193		−2,433	522	−1,942		*−70*	*−2,377*
3rd quarter	323	−141	−1,930	860		−1,413	554	−1,911		*−2,381*	*−133*
4th quarter	370	−16	−547	3,883		−1,467	473	−1,859		*2,425*	*1,133*
1975 1st quarter	622	−88	−369	2,192		−459	146	−1,612		*4,157*	*−925*
2nd quarter	141	45	941	861		142	596	−783		*5,855*	*−300*
3rd quarter	31	−72	−128	−407		859	194	−1,160		*2,230*	*−23*
4th quarter	251	−393	−114	1,185		−1,070	633	−239		*5,118*	*566*
1976 1st quarter	−411		−1,400 (e)	1,324		−1,413	823	−492		*2,511*	*−111*
2nd quarter			+700 (e)	534 (e)		−900 (e)	300 (e)	−907			*828* (e)
3rd quarter								−1,131			

Source: UK Economic Trends. All others: IMF International Financial Statistics.

Continued on page 437

Government Publications in the North

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EXPORT YEAR NEWS 2

Export Year is sponsored by:
The Association of British Chambers of Commerce
The British Overseas Trade Board and its Advisory Council
The Commitee on Invisible Exports
The Confederation of British Industry
The Institute of Export
The Trades Union Congress

Shop floor staff see exporting in action

"As a result of setting up an Export Year working group, it is hoped to achieve an improvement in industrial relations and productivity by more involvement of production personnel in export sales" said Norman Lovelock, sales administration manager for B S & W Whiteley Ltd, Yorkshire, manufacturer of insulating material for large transformers, and other paper products. Established as a result of Export Year, the group consists of two directors, the branch secretary of the Process Workers' Union (nominated by the company council) and Mr Lovelock. Its aim is to keep the entire staff of 400 in constant touch with overseas business.

Employees of Whiteley's and other Yorkshire firms visiting another Export Year company—the Mersey Docks and Harbour Co.

At the suggestion of the group, one of the first activities was to take a party of mill superintendents, packing supervisors and other shop floor workers to Liverpool Docks, where many of the company's exports are dispatched.

Later in the Year, the company hopes to make other visits which will give shop floor workers more idea of what happens to the work they have done after it leaves the factory. Visits to Leeds container base, Manchester Airport freight terminal and customers' works are being considered.

Whenever major overseas customers visit the firm, they are introduced to the workforce. Putting a face to the customer helps to interest those making the goods.

Still time to join

Over 600 companies are now taking part in Export Year. The sponsors regard this as a most encouraging response, but still hope that many more firms will participate.

There is still plenty of time to do so—Export Year continues right through 1977—and if your company would like to take part, write to or 'phone the Export Year Office, and ask to be registered immediately. Companies who register are automatically put on a circulation list for Export Year material and information.

The address of the Export Year Office is BOTB, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5180/5773 (contact Bob Jones or Peter Beckingham).

Encouraging more firms to take part

To encourage more companies to take part in Export Year, a number of regions are forming special advisory groups. Already such groups have been formed in the South West, Yorkshire, South Wales and the North West. Other regions are following their example.

After the first meeting of the Co-ordinating Committee in Leeds, Rowland Cole, Chairman of the Leeds Chamber of Commerce Export Club, said:

"We hope that by telling other firms what participating companies are doing, we shall be able to encourage more firms to take part, and give those already involved alternative ideas."

Both sides of industry are getting together in the North West where Douglas Farrar, Chairman of the Trades Council for the region, has been asked to chair the Advisory Committee. Other members represent the CBI, Chambers of Commerce and the BOTB.

"The willingness of local representatives of the sponsors of Export Year to join together to this end is a most encouraging development" commented Alan Mack, director of the Manchester Chamber, after the first meeting.

In addition to encouraging more companies to take part in Export Year, regional committees can promote special events to maintain interest during the campaign.

Commenting on the formation of these committees, Roy Earnshaw, Export Year Adviser, said:

"I hope that every region in the country will follow these examples and and form a committee in order to ensure that the initial enthusiasm for Export Year is not allowed to die down."

NOTICE BOARD

Pin this on your company notice board

Catch 'em young

The Overseas Division of the Dexion Group, manufacturer of a wide range of storage and material handling equipment, organised an Export Year competition for its employees' children during a special open day held at the firm's Hemel Hempstead factory. In addition to identifying the origin of six objects collected by export staff in their travels throughout the world, the children were required to say why, in a few words, they think exports are vital.

Over 50 entries were received, and one of the most concise came from six year old Catharine Lark, daughter of a machine operator at the company. It read:

"Exporting is vital because it helps Dexion, the Country . . . and my Dad's wages."

Less accurately spelt out, but just as down to earth, was this entry from one of the boys:

"Exporting is vital because if we don't export goods, Britain would be in a financial climax."

As well as a competition for children, the Dexion Group is also organising one for its employees—with rather more substantial rewards. Prizes include a holiday for two in Bangkok or Singapore, and holidays in Athens, Rome, Paris and Amsterdam.

Children with their parents waiting to take part in the Export Year competition organised by Dexion Overseas.

'Management co-operation'–

"The response to the launch of Export Year has already been most encouraging. Over 600 companies are now committed to taking part and amongst this number are some of the country's biggest exporters, as well as many small and medium-sized concerns.

"I hope that many more companies will decide to take part. Export Year continues until the end of 1977 so there is still plenty of time. The need for more exports is even more urgent now than when the year was launched.

"Certainly the CBI is doing everything it possibly can to ensure that Export Year is successful. Every member company is being encouraged to take part, and the

Prime Minister sees Export Ye

The Prime Minister came face to face with the message of Export Year when he opened MACH 76—the International Exhibition of Machine Tools, Gauges and Tooling, at the National Exhibition Centre. He visited the Government Services Centre at the exhibition site, where there was a special display calling on firms to take part in Export Year.

The display was in harmony with the message which the Prime Minister gave in a speech to industrialists who attended the opening ceremony. "Go full pelt for exports" he told them.

On the left is Mr Nic Hale, Information Officer at the GSC.

Starting a car i

A Sussex company taking part in Export Year reports an enterprising export success in the Middle East. The firm, Spectra Automotive and Engineering Products Ltd, has obtained quite sizeable orders for its product *Everstart*—a cold starting aid for winter use, specially designed for cold countries. Which shows that it isn't always as hot in the Middle East as some people may imagine!

During Export Year, Spectra—in addition to seeking more orders from the Middle East—is making a special effort to inform and involve all its staff in its overseas operations. Meetings are being

nt and shop floor n'–CBI President

CBI is supporting actively every initiative made at a regional level.

"Indeed, the formation of regional committees to support Export Year—consisting as they do of members of the TUC, CBI and other supporting organisations—represents an important opportunity for co-operation between management and shop floor in this vital task.

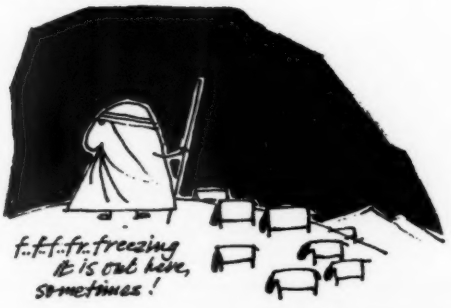
"Export Year is, quite simply, intended to make everyone in a company more aware of how important his or her contribution is to the success of their firm's export sales. If, between now and the end of 1977, this message gets home, then Export Year will have been worthwhile."

Lord Watkinson, President of the CBI

er Year display

r in the desert

held to explain to employees—who include chemists, packers and operatives—what export orders they may expect during the coming weeks.



Export Year inspires shop floor poet

Staff at J & S Sieger assembling a portable unit for detecting flammable gases and vapours, used for protecting personnel working in hazardous areas.

A worker in the final assembly shop of a factory in Poole, Dorset has been inspired by Export Year to write some poems, including "Information":

To get the shop floor export minded
Though not a thing to get one stymied
You've got to be right on the ball
To get their interest roused at all
Most of them are unaware
"It isn't that they just don't care"
That the different jobs they do
May go from here to Katmandu
Or some other distant place
They might even like to trace
Some information from inside
Could turn indifference to pride
And with interest in their jobs
They could become industrial snobs;
And to the exports long awaited
Be completely dedicated.

The author, Ted Aplin, is a member of an Export Year Committee which J & S Sieger Ltd has set up with representatives from all sections of the company. Banners across the workshops, an Export Year flag above the factory, and car stickers are all reminders to employees of their firm's participation in the campaign.

Send details of your company or organisation's Export Year activities to the Press Officer, Export Year Office, British Overseas Trade Board, 1 Victoria Street, London SW1H 0ET. tel.. 01-215 5773.

EXPORT YEAR NEWS

"An actor on the West End stage, a girl sitting in a City office, a doctor in Harley Street, a restaurant owner—all can be invisible exporters, if the customers for their services are foreign. Invisible exports are vital to the country, both in earnings and in jobs. I am sure that Export Year will highlight their importance."
Sir Francis Sandilands

Export Year Patrons:
HRH The Duke of Kent
The Rt Hon Edmund Dell MP
Jack Jones
Lord Limerick
Lord Luke
Sir Francis Sandilands
Lord Watkinson

Export Year News.
Editor: Peter Beckingham.
Export Year Office.
British Overseas Trade Board
1 Victoria Street.
London SW1H 0ET
Tel.: 01-215 5773

Royal message

The Duke of Kent urged members of the Institute of Freight Forwarders to take part in Export Year when he addressed their second biennial congress, held in London recently.

He said "Freight forwarding companies can, I believe, make a great contribution to Export Year—in fact they ought by definition to be taking part in it since they are so intimately bound up with the business of exporting. By each having your own Export Year as export-minded organisations, and moreover by spreading among your customers, actual and potential, the message of efficient international trade and the vital part played in it by every man and woman in the firm, you can individually and collectively do a great deal to help our efforts."

Showing the nation the way

Firms in Sussex and the South West have the opportunity to show their neighbours how they are contributing to Export Year by entering competitions for export initiative and achievement organised by the Federation of Sussex Industries and the South West Export Association.

The Federation, which has already received over 100 requests for application forms, is "doing its utmost to let the nation see the contribution Sussex makes to exports". Both the FSI, and the SW Export Association, which is running a similar scheme, will be offering merit awards to companies in various categories. Full details are available from the relevant organisations.

Everest here we come

After a lot of preparation, and with the best of equipment, the Plenty Group is making an all out assault on its own Everest. Climbing Everest is the theme the company, which makes pumps, filters and mixers for the oil industry, is using during Export Year. A special display has been produced, marking five base camps on the way up to a peak of £6M orders in Export Year. By September, the company had moved a Union Jack to base two, having received over £2M worth of export orders from Qatar, Kenya and other countries.

Seen raising a special Plenty export flag at a reception to mark the start of the Everest expedition is Sir George Bishop, chairman of the parent company, Booker McConnell Ltd. On his left is Plenty's managing director John Hall-Craggs, and the Mayor of Newbury, Wilfred Cannings. The flag will be flying from the company's Newbury offices during Export Year.

Cartoon time starts in Ossett

Cartoons illustrating some of the more humorous, hazardous and arduous exploits of its export staff are being put on display by a firm in Ossett. The cartoons, which are being serialised over a period of time and put on notice boards around the factory, where over 600 staff are employed, are accompanied by short accounts by the export salesmen.

"The idea is to get the whole workforce interested in exports, and to highlight the important role of overseas sales" explained export manager Keith Rhodes.

The company, Woodhead Manufacturing, produces shock absorbers, suspension units and allied products, exporting 30 per cent. "If we can push this figure up to 40 per cent by the end of Export Year we shall be very happy" said Keith Rhodes.

"2 am on a Sunday morning isn't the best of times to discuss business, least of all in a . . . ty years old oriental motorised rickshaw."

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TABLE 6 Export unit values of manufactures

Indices 1970 = 100

	Belgium/ Luxembourg		France		German F.R.		Italy		Netherlands		United Kingdom		*United States*	*Japan*	
	US$	Bfrs.	US$	frs.	US$	D.M.	US$	lire	US$	Gdrs.	US$	£	US$	US$	Yen
1970	100	100	100	100	100	100	100	100	100	100	100	100	*100*	*100*	*100*
1971	101	98	105	105	108	102	106	105	104	101	106	105	*102*	*104*	*101*
1972	112	99	115	105	117	102	114	106	117	104	116	111	*104*	*116*	*99*
1973	137	107	143	114	147	107	126	118	139	107	127	124	*113*	*141*	*107*
1974	171	133	162	140	172	122	154	160	178	132	153	155	*137*	*181*	*147*
1975	185	136	197	152	195	131	181	189	195	136	178	192	*159*	*178*	*147*
1973 1st quarter	122	102	126	110	124	103	119	110	124	105	119	118	*107*	*125*	*100*
2nd quarter	134	105	141	112	141	105	121	115	135	107	129	122	*111*	*136*	*100*
3rd quarter	148	108	153	115	162	106	131	120	148	124	131	127	*114*	*147*	*108*
4th quarter	147	113	152	121	157	109	133	125	152	112	132	133	*120*	*154*	*118*
1974 1st quarter	150	123	141	125	154	114	133	137	154	121	134	141	*127*	*165*	*134*
2nd quarter	173	132	158	139	175	120	148	151	179	130	153	153	*132*	*183*	*142*
3rd quarter	177	137	170	147	175	125	163	171	186	137	159	162	*142*	*185*	*152*
4th quarter	183	138	181	151	183	126	171	181	192	138	165	170	*148*	*190*	*159*
1975 1st quarter	199	139	196	152	203	130	184	188	209	139	178	179	*156*	*192*	*157*
2nd quarter	192	134	208	153	203	130	183	184	205	136	182	188	*159*	*188*	*152*
3rd quarter	176	138	193	151	189	132	179	190	185	134	175	197	*159*	*179*	*148*
4th quarter	172	134	193	154	185	131	177	193	182	134	174	205	*162*	*169*	*143*
1976 1st quarter					187	132					178	214	*165*	*167*	*140*
2nd quarter											172	229	*167*		
3rd quarter											177	242			
% change latest 3 months:															
On previous 3 months	−2.3	−2.9	Nil	2.0	1.1	0.8	−1.1	1.6	−1.6	Nil	2.9	5.7	*1.2*	*−1.2*	*−2.1*
On a year earlier	−6.1	−2.9	6.6	2.0	−7.9	1.5	3.5	6.6	−5.2	−2.9	1.1	22.8	*5.0*	*−13.0*	*−10.8*

(e) estimated.

Source: Dollar value: 'United Nations Monthly Bulletin'. National currency: Dollar values converted at OECD exchange rates as quoted in 'Series A' : UK Department of Trade

TABLE 7 Consumer prices All goods and services

Indices 1970 = 100

	Belgium[1]	Luxembourg[1]	Denmark	France	German F.R.	Ireland	Italy	Netherlands	United Kingdom	*United States*	*Japan*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	104.3	104.7	106	105.3	105.3	108.9	104.8	107.5	109.4	*104.3*	*106.1*
1972	110.0	110.1	113	111.7	111.1	118.4	110.8	115.9	117.2	*107.7*	*110.9*
1973	117.7	116.8	123	119.9	118.8	131.8	122.4	125.2	127.9	*114.4*	*123.9*
1974	132.6	128.0	142	136.3	127.1	154.2	146.3	137.2	148.4	*127*	*154.2*
1975	149.5	141.7	156	152.2	134.7	186.4	171.1	151.2	184.4	*138.6*	*172.4*
1974 1st quarter	124.8	123.1	134.3	129.0	124.6	143.5	133.6	131.9	138.8	*121.6*	*144.5*
2nd quarter	130.1	126.9	139.3	134.3	126.6	151.5	140.8	135.9	147.0	*125.1*	*151.3*
3rd quarter	135.6	129.3	144.7	138.7	127.8	157.3	150.4	138.3	150.7	*128.9*	*157.0*
4th quarter	139.9	132.5	150.3	143.1	129.5	164.5	160.0	142.8	157.5	*132.6*	*163.9*
1975 1st quarter	143.9	136.3	152	147.0	132.0	177.7	164.9	145.8	166.9	*135.0*	*166.4*
2nd quarter	147.7	140.1	156	150.6	134.5	188.5	169.3	149.9	182.7	*137.1*	*172.1*
3rd quarter	151.1	143.1	158	153.9	135.5	187.1	172.6	152.9	190.8	*140.1*	*173.6*
4th quarter	155.4	147.3	156	157.3	136.7	192.2	177.6	156.3	197.3	*142.3*	*177.7*
1976 1st quarter	158.7	151.1	162	161.0	139.1	206.3	186.0	159.0	204.4	*143.7*	*181.3*
2nd quarter	161.7	154.5	168	164.8	141.1	219.1	196.7	164.3	211.9	*145.5*	*187.6*
3rd quarter						222.4					
1975 June	148.5	141.1	157	151.7	135.4		170.8	150.4	187.6	*138.1*	*172.4*
July	149.5	142.3	158	152.8	135.4		171.4	151.3	189.5	*139.6*	*172.8*
August	151.0	142.9	158	153.8	135.2	187.1	172.5	152.7	190.6	*140.0*	*172.4*
September	152.3	144.0	159	155.1	135.9		173.9	154.6	192.2	*140.7*	*175.6*
October	154.1	146.2	155	156.3	136.3		175.8	156.0	194.9	*141.5*	*178.5*
November	155.7	147.4	158	157.3	136.7	192.2	177.8	156.4	197.3	*142.4*	*177.3*
December	156.5	148.3	158	158.2	137.1		179.2	156.7	199.7	*143.0*	*177.2*
1976 January	158.0	150.5	159	159.9	138.2		181.1	157.5	202.3	*143.3*	*180.4*
February	158.5	151.3	160	161.0	139.2	206.3	185.1	159.0	204.9	*143.7*	*181.6*
March	159.5	151.6	167	162.4	139.7		188.8	160.5	205.9	*144.0*	*182.3*
April	161.0	153.8	167	163.8	140.6		193.8	163.9	210.0	*144.6*	*187.2*
May	162.2	154.7	169	164.9	141.2	219.1	197.7	164.5	212.3	*145.5*	*187.6*
June	162.4	154.9	169	165.6	141.5		198.6	164.5	213.4	*146.3*	*188.1*
July	163.7	156.1	169	167.2	140.9		199.6	163.9	213.8	*147.1*	*189.2*
August	164.4	157.3	170	168.4	141.4	222.4	201.8	165.3	216.8	*147.8*	*187.6*
September	166 (e)		173 (e)		141 (e)		204.7 (e)		219.7 (e)		
October					141.4 (e)						
% change last 3 months:											
On previous 3 months	1.8	1.8	1.4	2.1	0.1	1.5	2.7	0.9	2.3	*1.6*	*1.4*
On a year earlier	9.1	9.9	7.8	9.4	4.0	18.9	17.1	8.6	13.6	*5.6*	*9.1*

[1] Excluding rent.

(e) estimated.

Source: 'OECD Main Economic Indicators'.

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TABLE 8 Value of retail sales Current prices, seasonally adjusted

Indices 1970 = 100

	Belgium/ Luxem-bourg	Denmark	France[2]	German F.R.[3]	Ireland[4]	Italy[4 7]	Nether-lands	Great Britain[5]	*United States*	*Japan*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	108	108	104	111	111	111	108	109	*109*	*110*
1972	120	119	110	121	126	125	122	122	*119*	*118*
1973	138	134	117	130	148	152	137	139	*134*	*145*
1974	162	147	134	137	168	189	151	160	*143*	*165*
1975	183	167	147	149	199	206	169	191	*155*	*192*
1974 1st quarter	153	144	127	134	158	160	144	149	*138*	*157*
2nd quarter	159	148	131	135	165	166	150	154	*142*	*160*
3rd quarter	166	148	136	139	169	181	156	165	*148*	*170*
4th quarter	171	152	139	138	175	236	155	173	*142*	*173*
1975 1st quarter	176	161	141	146	183	181	164	181	*148*	*186*
2nd quarter	177	164	145	147	192	194	167	190	*153*	*192*
3rd quarter	184	166	147	151	200	192	170	194	*159*	*192*
4th quarter	192	180	154	154	216	264	176	199	*162*	*195*
1976 1st quarter	197	187	150	157	225	209	179	208	*169*	*200*
2nd quarter		187	153	157	234	239		212	*171*	*202*
1975 March	178	160	144	147	183	208	166	181	*147*	*191*
April	178	163	145	148	188	188	165	201	*150*	*191*
May	174	162	144	145	198	203	164	182	*154*	*192*
June	180	167	144	150	189	193	166	187	*155*	*193*
July	179	169	145	149	193	198	168	192	*159*	*193*
August	184	166	147	150	198	166	168	192	*160*	*194*
September	189	163	150	152	208	211	175	196	*158*	*190*
October	193	180	153	154	212	254	175	194	*160*	*197*
November	188	180	154	156	214	213	174	198	*161*	*194*
December	196	177	156	152	226	324	178	204	*165*	*195*
1976 January	195	181	150	155	222	201	176	211	*165*	*197*
February	196	208	148	159	236	197	178	207	*168*	*206*
March	199	172	151	158	218	228	183	206	*170*	*198*
April	200	188	150	156	231	242	185	214	*172*	*200*
May	199	179	156	157	233	235	183	210	*169*	*203*
June		194	154	158	238	239		212	*173*	*201*
July		189	150	155				219	*172*	*200*
August			160					223	*176*	
% change latest 3 months:										
On previous 3 months	1.9	−1.1	1.5	−0.6	3.9	14.4	3.6	4.0	*2.0*	Nil
On a year earlier	12.8	12.9	7.2	5.9	22.1	22.6	14.3	14.0	*9.9*	*4.5*

[2] Department and chainstores.
[4] Including chainstores.
[3] Including indirect taxes.
[7] Not seasonally adjusted.
[4] Average weekly sales.
[5] Excluding motor vehicles.
Source: 'OECD Main Economic Indicators'

TABLE 9 Earnings/wages per head in manufacturing

Indices 1970 = 100

	Belgium/ Luxem-bourg	Den-mark[1, 2]	France	German F.R.[6] †	Ireland[3]	Italy[7]	Nether-lands[3]	Great Britain	*United States*[4]	*Japan*[5] †
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	111	115	110	111	116	112	112	111	*106*	*114*
1972	126	129	121	123	133	124	126	126	*113*	*132*
1973	147	153	138	135	159	154	143	143	*121*	*163*
1974	178	185	162	151	191	189	168	166	*131*	*205*
1975	210	223	185	165	246	239		209	*143*	*229*
1973 1st quarter	140	137	129	131	145	137	137	134	*118*	*148*
2nd quarter	144	151	133	134	157	151	140	139	*120*	*155*
3rd quarter	149	160	138	137	164	161	146	144	*122*	*162*
4th quarter	154	168	144	140	168	168	148	150	*124*	*174*
1974 1st quarter	162	173	147	144	172	176	158	147	*126*	*178*
2nd quarter	173	185	155	151	188	184	166	159	*129*	*203*
3rd quarter	184	190	164	156	196	194	174	172	*133*	*211*
4th quarter	192	202	169	159	207	202	175	185	*137*	*215*
1975 1st quarter	201	211	173	159	222	225	185	194	*139*	*224*
2nd quarter	207	223	177	161	241	238	189	202	*141*	*220*
3rd quarter	213	226	187	165	255	245	198	215	*144*	*235*
4th quarter	221	235	190	170	265	249		226	*147*	*235*
1976 1st quarter	227	239	195	170		256		233	*150*	*255*
2nd quarter	232	249		174		277			*152*	*252*
% change latest 3 months:										
On previous 3 months	2.2	4.2	2.6	2.4	3.9	8.2	4.8	3.1	*1.3*	*−1.2*
On a year earlier	12.1	11.7	12.7	8.1	28.0	16.4	13.8	20.1	*7.8*	*14.6*

† Seasonally adjusted.
[1] Including mining.
[2] Earnings.
[3] Hourly rates industry: males.
[6] Gross hourly earnings per productive worker.
[5] Monthly earnings in manufacturing: regular workers.
[4] Wages and salaries per employed person in industry, excluding construction, public gas and electricity undertakings.
[7] Hourly-rates times average daily hours worked.
Source: All countries 'OECD Main Economic Indicators', except German Federal Republic ('Monatsberichte der Deutschen Bundesbank', Reihe 4), Italy ('I.L.O. Yearbook' and 'M.E.I.') and Great Britain ('Department of Employment Gazette' and M.E.I.).

Overseas trade news

Edmund Dell responds to TUC-CBI memorandum

At the meeting of the National Economic Development Council on 3 November, Secretary of State for Trade Edmund Dell, tabled a response to the TUC-CBI memorandum on imports and related overseas trade matters. The text of Mr Dell's reply appears below.

It is encouraging to see that the memorandum shows a large measure of agreement, in many areas, with the government's present policies and actions. I explain the government's objectives and the actions in hand on these issues, in some detail below.

It may also be that we should consider whether a more regular exchange of views on such matters would be useful and whether some new machinery would best achieve this, or whether the present arrangements already provide a good basis within which discussions on particular issues can be arranged as and when necessary.

Industrial strategy

The government welcomes the TUC and CBI's support for the industrial strategy, since an improvement in our industrial performance is essential for the future prosperity of the country. The work of the sector working parties on market penetration targets is clearly of the greatest importance and we hope that the targets, ambitious but set realistically and accepted by trade unions and management, will help to give industry the confidence to invest and create jobs for the future. It is our intention, wherever possible, to give the highest priority to the needs of industry. Inevitably much of the improvement required needs action within industry itself, at plant level, with both unions and management working together to improve their efficiency and productivity.

Import restraints

The government is always ready to use temporary selective import controls where the survival of particular industries is threatened by excessive imports which cause market disruption. In the longer term we believe that the best way of tackling our problems lies in a better performance by our home produced goods against imports and an expansion of our own exports in an expanding world market.

The memorandum urges the government to follow the example of our trading partners in the EEC and in Gatt and to interpret our various international obligations in a flexible and realistic manner. In fact, our record demonstrates that over the past 18 months we have used the flexibility available to us under our various international agreements far more vigorously than any of our major trading partners. The list of the actions we have taken, (see annex A on page 440) illustrates this. Their effects are significant. For example, the proportion of clothing and textiles from three major low cost textile and clothing suppliers – Hong Kong, South Korea and Taiwan – which is now subject to control is 86 per cent, 87 per cent and 89 per cent respectively. Taking low – cost sources as a whole something like three-quarters of such imports are covered by quotas. The eastern European countries, which are the main source of low-cost leather footwear, are subject to controls of one sort or another. Understandings have been reached with Japan on a number of sensitive imports; these include bulk steel, stainless high speed and tool steel, pottery, cutlery, ball bearings, TV sets and motor cars. In recent weeks, controls have been extended to jackets from Czechoslovakia and shirts from China, Macao and Romania.

Certainly, in some cases the limits imposed or negotiated have not been as tight as either we or industry would have liked. But in taking restrictive action – especially in view of the spread of the restrictions introduced so far – we have to bear in mind the possibility of retaliation against our own exports which bring substantial employment to manufacturing industry. It is very relevant in this connection that in the first nine months of this year we exported over £9,000 million of finished manufactures and had a surplus in them of £2,800 million (some £400 million higher than in the same period of 1975). We have therefore a great deal to lose from direct retaliation or emulation.

Most of the restraints concerning textiles and clothing have been negotiated under the umbrella of the multi-fibre arrangement (MFA). Part of the delay, referred to in the memorandum, in coming to the various agreements was a direct result of our insistence of negotiating with the EEC states a burden-sharing agreement. This has been very helpful in ensuring that in many cases the rate of growth of imports into the United Kingdom is lower than the 6 per cent allowed under the MFA for imports in the EEC as a whole – and in a number of cases, for example, cotton fabrics from India, Pakistan and Hong Kong and knitted sweaters from Hong Kong, South Korea and Taiwan, the rate of growth has been at the minimum allowable level of 0.5 per cent.

The government agrees that the MFA could be improved in certain respects and both sides of the textile and clothing industry have put to ministers the improvements they would like to see. We intend to keep in very close touch with both the union and management sides concerned, both in the run up to the negotiations and during the negotiations themselves.

Dumping

During the past year or so the Department of Trade has greatly improved the speed and flexibility of its response to anti-dumping applications. In this period over 40 investigations have been initiated; and some 20 anti-dumping duties have been imposed or satisfactory undertakings accepted. The department is constantly searching for possible improvements in our methods of response to applications but there are real limits to what can be done because of legal constraints, either domestic or international.

The imposition of the burden of proof on to the supplier would require a change in international agreements and in our law. Within these constraints the interests of our industry will be our prime consideration. The reason for the points made in paragraph 8 of the memorandum about surveillance licensing is appreciated, but this device, though useful in certain areas, has limitations. In particular, it needs to operate for a period before we can assess the accuracy of the figures it provides. I believe that the objectives with which the memorandum is concerned can better be achieved through the close co-operation which exists between the Department of Trade and Customs and Excise. These two departments are now studying what information can be obtained and made available on home market prices of goods imported.

The Department of Trade have very recently gone some way to meet the point made in paragraph 8 about the assessment of material injury by introducing changes to the existing procedures so as to make it easier for applicants, if they wish, to use a loss of jobs caused by the dumped imports as a criterion for the assessment of material injury. I can also give the assurance that the Department of Trade will seek to make a greater use of provisional charges to duty within the constraints of the law and our international obligations.

I am very conscious of the concern that is felt about the transfer of anti-dumping powers to the European commission at the end of June 1977 and my department has for some time been discussing the details with the commission. Sir Christopher Soames, the commissioner concerned, has assured me that the commission are well aware of the importance of a smooth handover and of ensuring that the protection offered after the handover is no less than that which the industry has enjoyed hitherto. And of course the Department of Trade will continue, after 1 July

1977, to co-operate with the commission on the preparation of anti-dumping cases. Meanwhile the anti-dumping branch of the Department of Trade is being further strengthened to ensure that as many cases as possible are completed before next June and I hope that industry will play its part here by providing any information needed as quickly as possible.

Gatt negotiations

I agree that it should be a priority objective in the current multilateral trade negotiations to revise article 19 to allow it to be used selectively. The government will certainly consider the case for a social clause, but we will need to consider any negotiating price which we might need to pay for this and its effects on our long-term policies towards the developing countries.

I also agree that we should seek greater harmonisation of duty levels in the main industrialised countries – indeed the formula the EEC have put forward would have this effect, producing a considerably larger reduction in high than in low duties. We shall be vigorously seeking in the negotiations a real measure of reciprocity from the more advanced developing countries. Another of our objectives will be to secure action against the non-tariff barriers that impede our exports.

The offer by the TUC and CBI to continue to help in our preparation for the negotiations is most welcome. This will be very helpful in giving our team detailed information about what industry wants from the negotiations. Indeed, many of the industrial strategy working parties referred to the negotiations and we shall be considering how we can get the maximum advantage from developments in this area.

Japan

It has already been agreed, that the issue of trade relations between the EEC and Japan should be discussed when EEC heads of government meet at the end of November. This will not of course prevent us taking up issues arising from our bilateral trade with Japan whenever the need arises.

When the Prime Minister, the Chancellor of the Exchequer and I met the Keidanren recently we told the Japanese that they should help by restraining their sensitive exports to us and by buying more British goods. The Keidanren told us that they share these views. They accepted that the problem was a serious one and said that they intended on their return to Japan to see how access for British goods could be improved. In particular, they are going to investigate and report back to the CBI on a number of specific obstacles to our exports. They have been asked to report back, if at all possible, before the EEC heads of government meeting.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Annex A:

Measures taken to control imports in last 18 months

TEXTILES AND CLOTHING

Gatt multi-fibre arrangement

Over the last 18 months MFA import restraint agreements have been negotiated with most of the main low-cost suppliers. Previously restrictions were limited to cotton and some cotton/polyester products; the new all-fibre restrictions are in italics in the following table:

Country	*Products covered*
Hong Kong	Cotton and *mmf cloth; knitted under and outer garments; raincoats; suits and jackets; trousers; dresses and skirts; shirts and blouses; nightwear household linen.* *Other knitted undergarments; waterproof garments; work clothing; sports apparel.*
Pakistan	Cotton cloth; household linen of cotton.
India	Cotton cloth; women's shirts and blouses of cotton; cotton household linen. Cotton terry towelling; men's cotton shirts; cotton handkerchiefs.
South Korea	Cotton and *mmf cloth; mmf yarn; knitted under and outer garments; raincoats; trousers; suits and jackets; shirts and blouses.* *Other mmf cloth; other knitted outer garments.*

Country	*Products covered*
Singapore	*Trousers.*
Macao	*Trousers*
Malaysia	*Men's shirts.* Cotton and *mmf cloth.*
Japan	Cotton and mmf cloth. Narrow fabrics.
*Taiwan	*Cotton and mmf cloth; mmf yarn; knitted under and outer garments; raincoats; trousers; work clothing shirts and blouses; woven underwear mmf cloth; suits and jackets; coats and dresses.*

*Unilateral restrictions not an agreement under the MFA.

Brazil	Cotton yarn; cotton fabrics household linen of cotton.
Colombia	Cotton and *mmf cloth.*
Yugoslavia	Cotton fabrics; household linen of cotton.

i Similar MFA agreements with Romania, Mexico, Poland, Hungary and Thailand are in prospect.
ii Under the emergency provisions of the MFA the government introduced controls on imports of sacks and bags from South Korea in May 1976.

Other selective measures

i In December 1974 quotas were imposed on cotton yarn imports from Greece and Turkey.
ii In December 1976 quotas were imposed on cotton yarn imports from Spain and Portugal. At the same time man-made fibre cloth imports from Portugal were also subjected to quota.
iii In March 1976 restrictions were imposed on imports of woollen suits from Romania, Czechoslovakia and East Germany. Poland and Hungary agreed to restrain their exports voluntarily.
iv In July 1976 a quota was imposed on woollen jackets from Czechoslovakia.
v In August 1976 a quota was imposed on synthetic woven shirts from China.
vi In August 1976 we received assurances from Poland about future sendings of mens' and boys' woollen jackets and woven mmf shirts.
vii In October a voluntary restraint agreement was reached with Macao on woven shirts.
viii In October the issuing of licences for mmf shirts from Romania was suspended.

OTHER PRODUCTS

Eastern Europe

Czechoslovakia, Romania and Poland agreed in 1975 to restrain their exports of men's leather footwear (excluding sandals) to a level between 5 per cent and 10 per cent below their exports in 1974; they have subsequently agreed to continue these restraints during 1976, and to extend them to cover also women's and children's leather footwear.

Japan

In the last 18 months or so the Japanese have agreed (in addition to the existing restraint arrangements over, eg pottery and ball bearings) voluntarily to restrain their exports of cars.

In September the Japanese gave satisfactory predictions about the future price and quantity trends of special steel exports to the UK.

Also in September the Japanese gave assurances about exports of portable monochrome TV sets to the UK.

ANTI-DUMPING – DUTIES IMPOSED AND UNDERTAKINGS ACCEPTED

	Country of Origin
Off-set printing presses	Japan
Stainless steel	Japan
High-speed and tool steel	Japan
Stainless steel	Spain
Steel reinforcing bars	Spain
Men's leisure shoes	Romania
Men's fashion leather footwear	Brazil
Ladies raincoats	Hong Kong
Polyester fibres	Romania
Woodfibre insulating board	Norway Poland Finland Czechoslovakia Sweden
Chipboard	Romania Norway Sweden
Alarm clocks	German Democratic Republic USSR Czechoslovakia Hungary Poland Romania China
Louvred doors and panels	Taiwan
Saccharin	Republic of Korea
Battered onion rings	Spain
Moving eyes for dolls	USA
Maleic anhydride	Austria
Twist wrapping machines	German Democratic Republic

Some of the above cases involved both duties (provisional and substantive) and undertakings at various stages in their handling. Some resulted from investigations initiated before the 18 month period referred to.

Dell urges UK to take up export opportunities in Korea

South Korea plans to double its imports to over $12 billion by 1981 and Edmund Dell, Secretary of State for Trade has urged every sector of British industry to take advantage of the export opportunities there.

Speaking at a lunch in London on 2 November given by the Korean ambassador for members of the recent London Chamber mission to Korea, he said that despite the expansion in trade which had taken place over the past two years the overall level remained much too low – the UK share of the Korean market was under 2 per cent, leaving a lot of room for expansion.

'The make-up of trade between our two countries', he continued 'reflects, from our point of view, too great a proportion of long-term project business and too little of the medium-term and cash business we need, given our balance of payments situation. Partly this is a question of communications – a question for us of knowing what opportunities exist and for you of knowing what we have to offer.'

Contacts between government and businessmen of our two countries were increasing, he said 'but more needed to be done. This was a task for both sides. While there were a number of British firms who were well aware of the opportunities and were doing very good business in Korea – for example, in textile machinery, marine equipment, power generation equipment – there were others who, if they but realised the potential of the market, would be trading there.

'In reverse', Mr Dell said, 'I think that many Korean businessmen do not realise the

range and sophistication of the products we have to offer. I would suggest Britain should not be looked upon only as a supplier of capital plant and equipment – we provide the widest variety of products, comparable in quality with any in the world and at competitive prices. As Korea's policy is to diversify her trading links she could do worse than study the United Kingdom as a source of supply, particularly for those things she needs to further develop and expand her industry. To that end I am glad to know that you have it in mind to dispatch a buying mission to Britain next year.'

Mr Dell then mentioned three areas where Korea and the UK could develop economic relationships. First was the transfer of technology; second, was the question of services, in the fields of financing, insurance, securities, ship-broking and chartering and raw material procurement; and third industrial co-operation in third markets; including the Middle East, where both countries already have a substantial presence.

Mr Dell concluded, 'The conditions exist for a considerable expansion of trade and economic co-operation between Britain and Korea. I am sure that if we work together we can achieve this valuable aim.'

White Fish Authority to continue to aid exports

Edmund Dell, Secretary of State for Trade has issued a directive empowering the White Fish Authority to continue to carry out consultancy work overseas with the support of the Overseas Projects Group of the British Overseas Trade Board.

Peter Shore, when Secretary of State for Trade, issued a directive giving the White Fish Authority powers to carry out consultancy work overseas for a period of 18 months from 1 May 1975.

The directives enable the authority to earn foreign exchange through its own activities and increase the potential for the sale of British goods and services revealed by its researches. Many countries, including some of the oil producing states, are strongly interested in developing a fisheries industry and world demand for the expertise and equipment involved is growing.

Since the authority began to undertake research and development work in 1962 it has established a high reputation for the quality and range of its consultancy services and is well placed to secure international business. In the current year the authority has in hand some overseas consultancy work worth about £2.5 million which not only produces useful revenue but also makes a substantial contribution to the authority's overheads. One of its contracts is for a four-year fisheries development programme for the Ministry of Agriculture and Water in Saudi Arabia.

The authority carries out contract work in the UK and special staff are employed for this purpose. And so the authority's responsibilities to the UK fisheries industry will not be adversely affected and profits will be used for the benefit of the industry.

UK-Canadian plastics processors discuss co-operation

A conference was held in London from 26 to 27 October of UK and Canadian plastics processors as part of a programme of UK-Canadian industrial co-operation initiated by Canadian Prime Minister, Pierre Trudeau in 1975.

For the greater part, the proceedings took the form of sectoral discussions on areas for mutual exploitation and, in particular, on specific opportunities for joint co-operation between individual companies. The exercise was generally agreed to have been productive and recommendations will be followed up by individual companies, the British Plastics Federation and the Society of Plastics Industries of Canada.

The Canadian party stayed in Britain for several days after the conference when visits were organised to a number of British companies concerned with plastics processing.

UK overseas trade classification: country code changes in 1977

Notice is given that the amendments listed below will be made from 1 January 1977 to the country codes shown in the list of recognised designations of countries published in part 3B (iii) of the UK Tariff and Overseas Trade Classification. These changes will be incorporated in the tariff and in customs notice 37 when they are republished.

Deletions:

Code	Country	Notes
KM	Comoro Islands	Now reallocated to : Comoros (Great Comoro, Anjouan and Moheli) Mayotte (Grande Terre and Pamanzi)
DY	Dahomey (now Benin)	Now known as Benin (formerly Dahomey)
EH	Spanish ports in North Africa ; Ceuta ; Melilla ; Spanish Sahara (Rio de Oro, Saguia el Hamra)	Now reallocated to : Ceuta and Melilla (including Penon de Velez de la Gomera, Penon de Alhucemas and Chafarinas Islands) Part of Spanish Sahara under Mauritanian administration Part of Spanish Sahara under Moroccan administration
TP	Portuguese Timor	Now part of Indonesia
VD	Viet-Nam, North	Combined as Viet-Nam
VN	Viet-Nam, South	Combined as Viet-Nam
YE	Yemen Arab Republic	Renamed Yemen, North
YD	Yemen, People's Democratic Republic of (formerly People's Republic of Southern Yemen)	Renamed Yemen, South

Additions:

Code	Country	Notes
DY	Benin (formerly Dahomey)	Formerly Dahomey (now Benin)
EH	Ceuta and Melilla (with footnote – including Penon de Velez de la Gomera, Penon de Alhucemas and Chafarinas Islands)	Formerly part of Spanish ports in North Africa
KM	Comoros (Great Comoro, Anjouan and Moheli)	Formerly Comoro Islands
MR	Mauritania (including that part of the former Spanish Sahara under Mauritanian administration	Now includes part of the Spanish Sahara that was formerly included in Spanish ports in North Africa
ME	Mayotte (Grande Terre and Pamanzi)	Formerly part of Comoro Islands
MA	Morocco (including Ifni and that part of the former Spanish Sahara under Moroccan administration)	Now includes part of the Spanish Sahara that was formerly included in Spanish ports in North Africa
VN	Viet-Nam	Formerly, Viet-Nam, North and Viet-Nam, South
YE	Yemen, North	Formerly Yemen Arab Republic
YD	Yemen, South	Formerly Yemen, People's Democratic Republic of (formerly People's Republic of Southern Yemen)

Others:

Code	Country	Notes
CV	Cape Verde	Formerly Cape Verde Islands
MG	Madagascar (Malagasy Republic)	Formerly Madagascar

EXPORT YEAR

Over 600 companies are already taking part in Export Year. But there is still plenty of time to join them. Write to or phone the Export Year Office, 1 Victoria Street, London SW1 0ET. Tel. 01-215 5180/3393/5773.

Systematic export documentation – a new handbook from Sitpro

A new handbook on systematic export documentation has been published by the Simplification of International Trade Procedures Board (Sitpro). It sets out methods of reducing costs and increasing effectiveness in export documentation.

Sitpro has revised its system of JCLD aligned export documentation first introduced in 1965 and greatly extended it to provide improved scope and economies. Systematic export documentation explains in detail the revised system and introduces the revised export forms which will be brought into use in spring 1977.

The book is available through chambers of commerce in Birmingham, Leeds, Manchester, Northern Ireland, Glasgow, London and Merseyside.

The publication of the handbook will be accompanied by a series of meetings to be held in various parts of the country. Details of the meetings can be obtained from Sitpro, 11-12 Waterloo Place, London, SW1 4AU, tel. 01-839 3393.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1583: Textile goods and cotton yarn from Japan

Notice to Importers No. 1538 (*Trade and Industry* 23 January 1976) stated that a further notice would be published about the arrangements for licensing those textile items not covered by the EEC/Japan agreement. The restraints on these remaining textiles are being phased out in accordance with article 2 of the Gatt multi-fibre arrangement (MFA), and the items affected and the restraint levels for the period 1 January 1976 to 31 March 1977 (unless otherwise specified) are set out below.

Tariff heading	Description	Restraint level
ex 51.04	Woven fabrics of synthetic textile fibres (continuous) (Nimexe headings 03, 11, 17, 18, ex 25, 26 and 44)	208 tonnes
ex 51.04	Woven fabrics of regenerated textile fibres (continuous)	
ex 51.04	Woven fabrics of synthetic textile fibres (continuous) (Nimexe headings 03, 11, 13, 15, 17, 18, ex 25, 26, 28, 36, 42, 44, 46, and 48)	56 tonnes*
53.11	Woven fabrics, of sheep's or lamb's wool or of fine animal hair	2,842,800 sq yd
55.05 55.06	Cotton yarn	188,604 lb
55.08	Terry towelling and similar terry fabrics of cotton	20,000 sq yd
ex 56.05	Yarn of regenerated textile fibres (discontinuous or waste) not put up for retail sale	22,000 lb
ex 56.07	Woven fabrics of regenerated textile fibres (discontinuous or waste)	369,978 sq yd
ex 58.04	Woven pile fabtics and chenille fabrics wholly or mainly of cotton (Nimexe headings 61 to 69)	4,300,000 sq yd
ex 58.04	Woven pile fabrics and chenille fabrics wholly or mainly of man made fibres	23,111 sq yd
ex 59.13	a Elastic fabrics and trimmings (other than knitted or crocheted goods) wholly or mainly of cotton combined with rubber threads b Elastic fabrics and trimmings (other than knitted or crocheted goods), exceeding 30cm, wholly or mainly of man made fibres combined with rubber threads	£68,240
ex 60.04 ex 60.05	Under and outer garments, knitted or crocheted, not elastic nor rubberised, wholly or mainly of cotton, of wool, or of man made fibres	£3,122,875
ex 61.01 ex 61.02 ex 61.05 ex 61.06	Outer garments wholly or mainly of woven man made fibres. Handkerchiefs, shawls, scarves, mufflers and the like *other than those of woven cotton, of silk or linen*	£6,894,883
ex 61.01 ex 61.02 ex 61.03 ex 61.04 ex 61.05 ex 61.06	Under and outer garments, handkerchiefs, shawls, scarves, mufflers and the like, wholly or mainly of woven cotton	£604,000
ex 62.02 ex 62.05	Bed linen, table linen, toilet linen, kitchen linen, curtains and other furnishing articles, wholly or mainly of cotton. Other made up cotton articles for household use	1,225,000 sq yd

* Quota period 1 January to 31 March 1977.

Licensing arrangements

Effectively there are no additional licensing requirements since imports of these items from Japan are already subject to UK import licensing requirements. The Japanese government will continue to administer the restraint levels by issuing export certificates endorsed to the effect that the consignment forms part of, and has been debited to, the agreed restraint level for export to the United Kingdom. The textile items restrained by these levels may be imported into the UK under the authority of the Open General Import Licence (ie without the need for an individual import licence) provided that the Japanese export certificate is presented with the import entry documents to HM Customs and Excise.

UK import surveillance

In addition to the textiles covered by this notice, and notice to importers 1538, most other textiles from Japan and other non-EEC countries are subject to UK surveillance arrangements. Descriptions of these goods and the licensing arrangements are set out in notices to importers 1484 and 1502.

Imports for re-export

Imports of 'restricted' textiles from Japan will not be set off against the restraint levels if they are re-exported in the same state or after limited processing. The general import licensing arrangements for re-export are set out in notice to importers 1441.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 272.

1584: Woven cotton textiles and cotton yarn from Macao

Notice to Importers 1519, published in *Trade and Industry* 31 October 1975, stated that a further notice would be published about the arrangements for licensing those goods not covered by the EEC-Macao agreement. The restrictions on these goods are being phased out in accordance with article 2 of the Gatt multi-fibre arrangement (MFA). The quota level for the period 1 January 1976 to 31 March 1977 is 100,000 sq yd and covers the items set out below:

Tariff heading	Description
55.05	Cotton yarn, not put up for retail sale
55.06	Cotton yarn, put up for retail sale
55.08	Terry towelling and similar terry fabrics, of cotton
55.09	Other woven fabrics of cotton
ex 58.04	Woven pile fabrics and chenille fabrics containing more than 50 per cent by weight of cotton
ex 59.13	Elastic fabrics and trimmings containing more than 50 per cent by weight of cotton
ex 61.04	Women's, girls' and infants' under garments, containing more than 50 per cent by weight of woven cotton
ex 61.06	Shawls, scarves, mufflers, mantillas, veils and the like containing more than 50 per cent by weight of woven cotton
ex 62.05	Other made up textile articles (including dress patterns) containing more than 50 per cent by weight of woven cotton

Licensing arrangements

Whereas in the past quotas for these items have been administered by the Macanese authorities, in future they will be administered by Import Licensing Branch. Allocations from the quota will be based on past trade and traders are invited to apply by 3 December 1976 to Import Licensing Branch on form ILB/A. Applications should be accompanied by a statement of past trade by the applicant for each of the years 1973, 1974, 1975 and from 1 January to 31 October 1976, supported by a report by a qualified, practising, independent accountant. A pro forma for this purpose is available from Import Licensing Branch and applications will only be dealt with on receipt of correctly completed forms.

Arrangements under the EEC-Macao agreement

The arrangements described in notice to importers 1519 for the administration of quotas agreed between the EEC and Macao remain unchanged.

Imports for re-export

Imports of goods subject to UK phasing-out arrangements will not be set off against quotas if they are re-exported in the same state or after limited processing. The general import

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licensing arrangements for restricted textiles re-exported from the UK are set out in notice to importers 1441.

UK import surveillance
In addition to the textiles covered by this notice most other textiles from Macao and other non-EEC countries are subject to UK surveillance arrangements. Descriptions of these goods and the licensing arrangements are set out in notice to importers 1484 and 1502.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

1585: Woven cotton textiles and cotton yarn from Malaysia

Notice to importers 1520, published in *Trade and Industry* 7 November 1975, stated that a further notice would be published about the arrangements for licensing those goods not covered by the EEC-Malaysia agreement. The restrictions on these goods are being phased out in accordance with article 2 of the Gatt multi-fibre arrangement (MFA). The quota level for the period 1 January 1976 to 31 March 1977 is 100,000 sq yd and covers the items set out below:

Tariff heading	Description
55.05	Cotton yarn, not put up for retail sale
55.06	Cotton yarn, put up for retail sale
55.08	Terry towelling and similar terry fabrics, of cotton
ex 58.04	Woven pile fabrics and chenille fabrics containing more than 50 per cent by weight of woven cotton
ex 59.13	Elastic fabrics and trimmings, containing more than 50 per cent by weight of cotton
ex 61.04	Women's, girls' and infants' under garments, containing more than 50 per cent by weight of woven cotton
ex 61.06	Shawls, scarves, mufflers, mantillas, veils and the like, containing more than 50 per cent by weight of woven cotton
ex 62.02	Household texiles, containing more than 50 per cent by weight of woven cotton
ex 62.05	Other made up textile articles (including dress patterns) containing more than 50 per cent by weight of woven cotton

Licensing arrangements
Whereas in the past quotas for these items have been administered by the Malaysian authorities, in future they will be administered by Import Licensing Branch. Allocations from the quota will be based on past trade and traders are invited to apply by 3 December 1976 to Import Licensing Branch on form ILB/A. Applications should be accompanied by a statement of past trade by the applicant for each of the years 1973, 1974, 1975 and from 1 January to 31 October 1976, supported by a report by a qualified, practising, independent accountant. A pro forma for this purpose is available from Import Licensing Branch and applications will only be dealt with on receipt of correctly completed forms.

Arrangements under the EEC-Malaysia agreement
The arrangements described in notice to importers 1520 for the administration of quotas agreed between the EEC and Malaysia remain unchanged.

Imports for re-export
Imports of goods subject to UK phasing-out arrangements will not be set off against quotas if they are re-exported in the same state or after limited processing. The general import licensing arrangements for restricted textiles re-exported from the UK are set out in notice to importers 1441.

UK import surveillance
In addition to the textiles covered by this notice most other textiles from Malaysia and other non-EEC countries are subject to UK surveillance arrangements. Descriptions of these goods and the licensing arrangements are set out in notice to importers 1484 and 1502.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty on the materials listed below on the grounds that these materials are not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the authorising legislation and will remain in operation until 30 June 1978 or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 26 November.

Tayside chamber takes Brazil oil initiative

A Dundee and Tayside chamber of commerce offshore oil mission will be heading on 18 November for Brazil, and Rio de Janeiro in particular. This mission will coincide with an important offshore/shipbuilding seminar and exhibition being held in Rio from 22 to 24 November.

The leader of the mission is, Mr W. Keith Bowie, area manager, Kingsnorth Marine Drilling Co Ltd.

Manchester trade mission to Japan captures £1 million business

Manchester businessmen on a trade mission to Japan have identified £1 million of potential business. The mission, which is jointly sponsored by the British Overseas Trade Board and the Manchester chamber of commerce, returned to Manchester on 6 November.

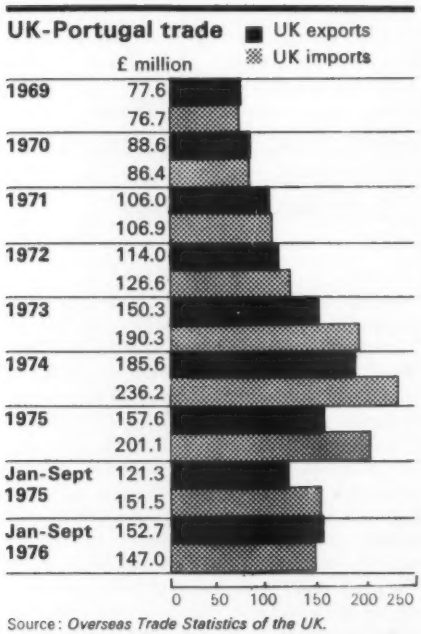
In a report about the mission, its leader Peter Howarth said that although mission members were very well satisfied with the business achieved, the long-term value of the mission lay in the introduction to the market and the opportunity to make a close study of the needs and requirements of different sectors of Japanese industry. The mission also provided information, as only first-hand experience can, of how the Japanese conduct business and co-ordinate their approach to decision making.

Mr Howarth said that Britain's trade with Japan could be greatly increased if more people of the right calibre came out and saw for themselves. "Some might think that they were taking coals to Newcastle but it is amazing what is possible and this has been proved by the experience of the mission. It is a challenge well worth the effort and the rewards can be substantial.'

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.40	di-calcium pyrophosphate (1) which contains not more than 2mg of lead per kg. (2) of which not more than 0.1 per cent by weight is retained on a sieve having a nominal aperture of 75 microns. (3) which, when 10g are shaken for 1 hour with 100mls of 0.00667M stannous fluoride solution and centrifuged, yields a supernatant solution containing not less than 0.0237g of stannous ions	Calcium pyrophosphate	30 June 1978	G/T 15661
76.10	Collapsible tubular containers, having a shoulder, nozzle and screw-on cap made of artificial plastics, and a body made of aluminium foil which has been laminated on the inner side to successive plies of (1) acrylic acid-ethylene copolymer and (2) polyethylene; and on the outer side to successive plies of (1) acrylic acid-ethylene copolymer, (2) paper and (3) polyethylene	Toothpaste tubes	30 June 1978	G/T 15756

After the revolution, a new economic era

Since July this year Portugal has had a new democratic government and, since August, a new economic programme. Here George Gullan, first secretary (commercial) at the British embassy in Lisbon, recalls the political developments of the past two years and examines the new potential for British exporters.



Source: *Overseas Trade Statistics of the UK.*

Towards the end of July, the Portuguese president, General Eanes, called on Mario Soares, the leader of the Socialist party, to form a government. The composition of the new government was announced a few days later, and its programme was presented to the assembly of the republic and, after a five-day debate, was accepted. And so, by 11 August, Dr Soares' government was confirmed in office.

Such a sequence of events would in any other country in western Europe be newsworthy but scarcely unusual. In Portugal it came as the climax of a two-year period of revolution which swept away the old corporate state of Salazar and Caetano, which with its secret police and economic and social policies has left Portugal today with one of the lowest per capita incomes in non-Communist Europe. General Eanes, Dr Soares and the assembly all represent the results of a series of free elections – the first such series in this country for nearly 50 years – and the beginning of a new economic era.

Readers of many newspapers in Britain, Germany, France and other countries could be excused for believing that the country had fallen into a state of chaotic violence. Reports proliferated about factories being seized by the workers and land by peasants, in what may have appeared at times like a veritable orgy of lawlessness and anarchy.

Indeed these things did take place, though not on the scale or with the degree of violence which many reports suggested. And certainly there were few observers in Portugal who, in mid-1975, could have stated with complete conviction that the Communists – or possibly even groups to their left – would not win the day. But in the late summer of that year more moderate forces took control. From 25 November, when the extreme left was defeated in its attempt to seize power by force, the moderates have maintained and consolidated their grip, with the result that free elections for a legislative assembly and a president were able to take place in an atmosphere of calm. The remarkable feature of the Portuguese revolution has not been how much blood was shed, how much property was looted and how much lawlessness existed; but how little.

Rotork electric valve actuators for the new Petrosul refinery at Sines, Portugal, undergoing final testing at the Bath factory of Rotork Controls Ltd. The company is supplying nearly 200 of their latest 1400 Series 'supervisory' actuators and over 300 Valve Position Switch Units, valued at £¼ million, for the refinery.

Economic problems

The new government faces a formidable set of economic problems. The explosive increase in wage rates which has been taking place during the last two years has not been accompanied by any increase in productivity; on the contrary, productivity, already well below the level in western Europe generally, has fallen further.

There has been virtually no new investment and consequently no new jobs have been created. But the population of Portugal has increased dramatically as a result of refugees returning from the former colonies, and because of the running down of the armed forces following the end of the colonial wars. Unemployment is therefore high, probably at least 15 per cent of the work force.

The very large reserves of gold and foreign currency which were available in early 1974 have fallen substantially. Large sectors of industry were nationalised within a very short space of time, creating a problem of management and financial viability which has not yet been resolved. Exports have fallen sharply, while the import boom continues unabated. Receipts from tourism and emigrants' remittances, which traditionally have provided the balancing item in the current account of the balance of payments, were well down in 1975 – though they have shown signs of recovery in 1976, and 1977 could see

a further improvement in tourism. Industry is fragmented and often inefficient, though in some sectors such as ship-repairing and parts of the textile industry it is up to the best international standards.

The government's programme

The programme which the new government presented to the assembly spelled out these and many other problems. It did not attempt to set out specific measures for solving them – these are expected to follow in a series of short, medium and long-term economic plans to be announced in the course of the next few months. But it set a number of general objectives which indicate the probable lines of development of the economy over the next few years.

The private sector was to be defined and fresh nationalisations, although not specifically ruled out, seem unlikely. Laws governing strikes, collective contracts and other labour matters would be revised. The excesses of the agrarian reform programme would be brought under control, the public sector deficit was to be reduced and state-owned industries were to become less of a drain on the tax-payer.

The gold reserves, which are still substantial, were to be mobilised as backing for foreign loans to finance the balance of payments deficit while industry is made more competitive and while imports are reduced both through restrictive measures and through the encouragement of investment in import-substitution industries. Agricultural production was to be increased and improvements made in the fishing fleet and in cold storage facilities.

Concrete measures

Some of these promises are now being transformed into concrete measures. A start has been made on returning to its rightful owners land which was illegally occupied in 1975. The whole problem of agrarian reform is one which gives rise to heated debate in Portugal and the government will clearly have to proceed with considerable caution. But the first steps in handing back some 150,000 acres of small farms have been taken and, at the time of writing, the process of restitution is proceeding entirely peacefully.

In the field of labour relations, the cabinet has announced its intention of revoking the law which permits only one trade union confederation to exist, and draft laws are being prepared which are designed to reduce absenteeism and to create a more disciplined atmosphere in the factories. Some nationalised industries have been allowed substantial price increases to enable them to improve their financial situation.

Import restrictions have been tightened by increasing the import surcharge which was imposed in 1975, and by introducing an im-

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ENCIRCLE TI 255 ON PAGE 470 FOR FURTHER INFORMATION

Portugal's imports and exports: 1969-76

IMPORTS

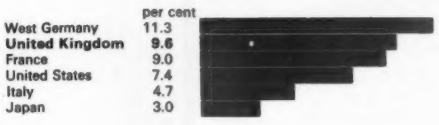
Main suppliers

Percentages

	United Kingdom	West Germany	France	Italy	United States	Japan
1969	13.9	15.7	7.2	5.7	4.9	1.6
1970	14.0	15.5	7.0	5.4	7.4	2.8
1971	13.6	15.7	6.6	5.2	6.9	2.8
1972	13.0	14.8	6.3	5.5	8.9	3.0
1973	11.4	14.4	6.9	5.2	8.2	4.2
1974	9.3	13.7	7.6	5.3	8.9	3.2
1975	8.7	11.4	7.6	5.0	12.5	3.4
1975 Jan-Mar.	9.4	12.4	7.8	5.4	12.5	4.2
1976 Jan-Mar.	9.6	11.3	9.0	4.7	7.4	3.0

Source: *Estatisticas do Comercio Externo.*
Percentages include trade with former Overseas Territories.

UK share: Jan-Mar 1976



EXPORTS

Portugal's main markets

Percentages

	United Kingdom	West Germany	France	Italy	United States	Japan
1969	21.0	6.4	5.2	2.6	9.4	0.8
1970	20.4	6.3	4.6	3.0	8.7	0.8
1971	22.3	6.2	4.5	2.6	9.7	0.7
1972	22.8	7.2	5.2	3.1	10.7	0.8
1973	23.8	7.5	5.2	3.2	9.8	1.7
1974	22.7	8.0	5.9	3.3	10.0	1.6
1975	21.2	10.2	6.6	3.3	7.2	0.9
1975 Jan-Mar.	19.9	10.6	6.0	3.1	7.2	0.9
1976 Jan-Mar.	18.1	9.5	8.2	3.7	6.2	1.3

Source: *Estatisticas do Comercio Externo.*
Percentages include trade with former Oversess Territories.

UK share: Jan-Mar 1976

TRADE BY COMMODITY

UK exports to Portugal

£ million

	1971	1972	1973	1974	1975	Jan.-Sept. 1976
Fruit and vegetables	0.3	0.6	1.4	2.5	2.3	3.2
Textile fibres, not manufactured, and their waste, etc.	1.8	2.5	6.2	6.4	3.0	4.3
Coal, coke and briquettes	0.4	0.2	0.3	0.7	1.2	0.7
Petroleum and petroleum products	3.1	1.9	4.3	3.4	5.8	2.4
Chemicals	12.8	14.2	20.7	25.9	20.8	24.6
of which						
Chemical elements and compounds	1.7	1.6	2.5	4.3	2.8	4.6
Dyeing, tanning and colouring materials	1.4	1.8	2.7	3.6	2.3	2.9
Medical and pharmaceutical products	2.6	3.2	4.6	4.1	3.9	5.8
Plastic materials and artificial resins	4.5	4.8	6.7	8.5	7.0	6.6
Chemical materials and products nes	1.6	1.7	2.4	3.6	3.4	3.1
Rubber manufactures, nes	1.4	1.6	2.2	2.4	2.9	3.2
Paper and paperboard and manufactures thereof	1.0	1.0	1.4	2.0	1.7	1.2
Textile yarns, fabrics, made-up articles, etc.	7.6	7.3	12.0	18.4	11.5	12.4
Non-metallic mineral manufactures	1.4	1.5	1.0	3.0	2.6	2.8
Iron and steel	3.8	2.0	3.0	4.1	3.3	2.5
Non-ferrous metals	4.1	4.3	7.3	10.1	5.1	6.4
Metal manufactures	2.9	2.7	3.3	5.3	4.0	3.5
Machinery, other than electrical	20.0	28.9	25.6	29.1	29.8	23.6
Electrical machinery, apparatus and appliances	8.6	10.4	13.3	17.4	13.6	12.9
Transport equipment (including road motor vehicles and parts thereof)	23.7	20.6	26.1	27.3	27.6	29.6
Scientific, photographic, horological goods, etc.	2.1	2.7	4.0	5.1	5.3	4.0
Miscellaneous manufactured articles nes	2.3	3.0	4.8	6.1	5.3	4.5

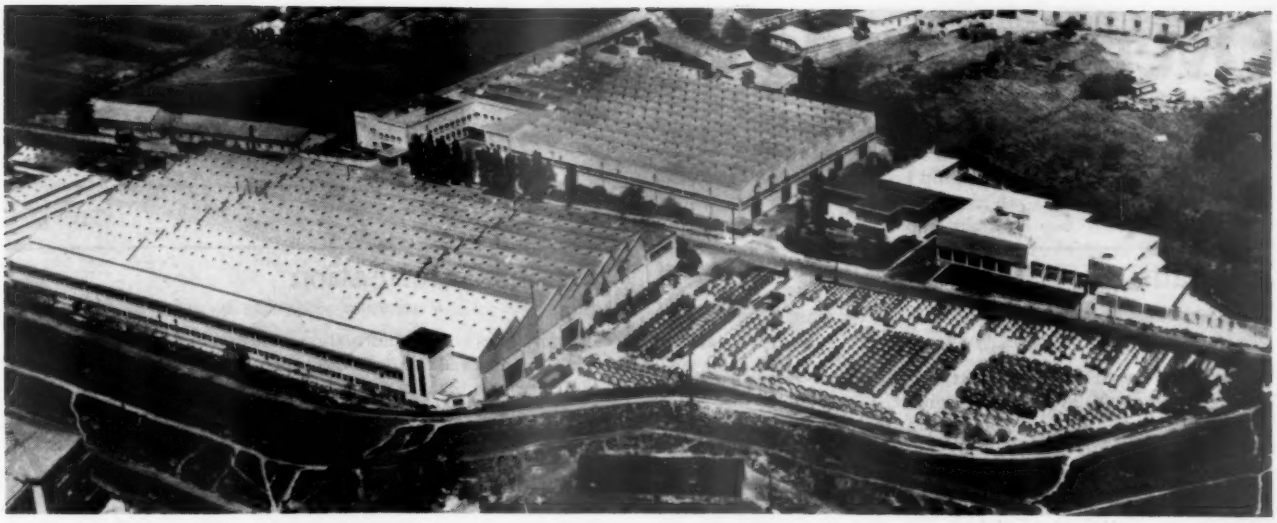
Source: *Overseas Trade Accounts of the UK.*

Portuguese exports to UK

£ million

	1971	1972	1973	1974	1975	Jan.-Sept. 1976
Fish and fish preparations	2.2	2.5	3.6	2.0	2.0	1.0
Fruit and vegetables	5.3	5.6	9.8	13.7	8.1	6.5
Beverages	3.8	5.6	8.4	10.3	10.0	5.8
Wood, lumber and cork	4.6	4.4	9.9	19.9	8.6	10.2
Pulp and waste paper	6.7	8.5	9.7	12.5	13.4	14.2
Metalliferous ores and metal scrap	1.6	0.4	0.6	2.4	2.5	2.3
Petroleum and petroleum products	1.5	1.1	1.0	2.5	0.7	1.0
Chemicals	3.3	4.3	5.1	6.5	4.1	3.2
of which						
Chemical elements and compounds	1.7	1.3	1.0	2.0	0.5	0.2
Chemical materials and products nes	1.0	1.6	2.6	3.6	2.8	2.6
Wood and cork manufactures	6.6	6.4	6.7	9.7	7.4	6.2
Textile yarns, fabrics, made-up articles and related products	16.9	24.0	38.8	48.6	51.2	37.7
Non-metallic mineral manufactures	23.7	25.1	34.7	35.2	22.8	7.7
Machinery and transport equipment	9.6	13.5	22.0	23.8	21.0	16.2
of which						
Machinery other than electrical	1.9	2.2	5.6	7.6	7.9	6.4
Electrical	6.4	9.8	14.6	15.6	11.3	7.9
Clothing, knitted articles etc	14.9	18.5	29.1	34.2	27.2	21.2

Source: *Overseas Trade Accounts of the UK.*



The factory of Nacional de Condutores Electricos, the Portuguese subsidiary of BICC Ltd, at Venda-Nova, Amadora.

port deposit scheme covering a wide range of non-essential goods. Other measures to damp down internal demand, to reduce imports and to stimulate exports are expected within the next few weeks.

The main economic objectives of the government are to reduce the balance of payments deficit and to stimulate investment. To some extent these objectives conflict at least in the short term, since clearly a big capital investment programme would result in an increased bill for imported equipment. However, Portugal still has reserves of gold which can be mobilised to help attract the foreign borrowing that should allow a breathing space for the import of capital goods in order to improve the production capacity both of export and of import substitution industries.

Opportunities for Britain

It will be clear, therefore, that the main opportunities for British suppliers lie in the field of capital equipment and certain raw materials and industrial consumer goods rather than for domestic consumer goods and consumer durables.

It would be beyond the scope of this article to describe the opportunities in all sectors of industry. But the government's programme gives considerable emphasis to improvement of agriculture and to a range of light industries which include food processing, machine tools, metal and chemical processing, fertiliser production, and the re-structuring of the textile and electronic industries.

There are also some major capital projects in mind, particularly in petrochemicals, the establishment of an automotive industry, a major extension to the steel making and rolling capacity and the establishment of a sugar beet industry. And in infrastructural fields such as housing, water supply, sewage, power generation and transportation there are also excellent opportunities for the future.

All of these and many other sectors are open to British exporters, who now have a very considerable price advantage over their competitors. Britain's technical renown is undisputed, and our reputation for reliability on delivery is beginning to improve.

A few large Portuguese organisations are still in a position to pay cash or at least to require only restricted credit terms, but where extended credit is required ECGD has so far been able to view applications sympathetically. The time, therefore, seems ripe for a new look at the Portuguese market.

Advice and help from DOT

Firms seeking advice about Portugal should first contact Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in a position to provide introductory information on the market and to process requests for assistance and advice.

Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5340, are responsible for all matters concerning the United Kingdom's commercial relations with Portugal and are able to advise on general issues.

Gathering grapes in one of Sandeman's Portuguese vineyards.

Overseas trade country data

Australia

Temporary protection request on dextrose monohydrate. The Department of Industry and Commerce in Australia has received a request for temporary protection against imports of dextrose monohydrate falling within item 17.02.200 of the customs tariff.

Interested parties, either in support of or in opposition to the request, may submit their views to the department for consideration. Requests for temporary protection are initially received by the department, and at a subsequent stage they may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference. Any temporary protection which may be accorded the goods by the government after receipt of the report by the Temporary Assistance Authority will be in the nature of a holding action pending consideration of the long term protection requirements of the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that, should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the reference will be subject to the terms of the action. Australian importers therefore have been urged to exercise caution in placing orders overseas and in entering into financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the government.

Evidence must be formally submitted at the public hearing, either by the nominated representative of the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1 (01-799 7447), who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia by 18 November.

Inquiries: CRE 01-215 5319. Ref. CRE 1819/76.

Belgium

Hygiene regulations for food processing and transport. The *Moniteur Belge* 175, 8 September, published a decree dated 26 July 1976 concerning hygiene regulations for food processing and transport. The decree sets out in non-technical language the conditions which equipment and buildings used in food preparation have to fulfil. The decree enters into force on 1 October 1977. Copies of the decree (in French) are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Brazil

Exemption from manufactured goods tax for electrodes. Decree-law 1482, published in the *Diario Oficial* of 6 September, gave exemption from manufactured goods tax for electrodes suitable for cardiac pacemakers, under tariff heading 90.19.08.00, provided that they have no national similars.

Inquiries: OTAR 01-248 5757 ext. 476/474.

The following changes in the customs tariff have been notified:

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Duty reduction on vinyl chloride. Customs policy council resolution 2846, published in the *Diario Oficial* of 19 September 1976, reduced the import duty incident on a quota of 28,600 tonnes of vinyl chloride, of tariff heading 29.02.12.00, from 30 per cent to 10 per cent. This concession is temporary and has a validity of until 8 April.

Reference price on choline chloride. Customs policy council resolution 2852, published in the *Diario Oficial* of 21 September 1976, established reference prices on choline chloride as follows:

Tariff heading	Product	Reference price US $/tonne cif
23.07.99.00	Choline chloride in a concentration of 50%	693.00
	Choline chloride in a concentration of 70%	970.00

Duty reduction. Customs policy council resolution 2850, published in the *Diario Oficial* of 19 September 1976, reduced the duty incident on 2-isopropylaminometal-6-methyl 7 nitro 1,2,3,4 tetrahydroquinoline metasulphonate, of tariff heading 29.35.99.00, from its present rate of 45 per cent to 0 per cent.

Duty reduction on styrene and divinylbenzene copolymers. Customs policy council resolution 2849, published in the *Diario Oficial* of 19 September 1976, reduced the import duty incident on styrene and divinylbenzene copolymers, intended exclusively for the manufacture of ion exchanging resins, of tariff heading 39.02.02.99, from its current rate of 55 per cent to 17 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Colombia

Prior deposit established. In order to obtain exchange licences with which to make payment for imports, all importers are now required to make a deposit in legal money equivalent to 10 per cent of the value in foreign money of the corresponding exchange licences.

A copy of the resolution, in Spanish, is available to British exporters.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Additions to the free import licence list. Resolution 024 of 24 August 1976 adds a large number of products to the free import

licence list. Parts of, or all of, the following tariff headings are affected:

36.06.	36.08.	39.01.	39.02.	39.03.	39.07.	40.12.	42.03.	43.02.	65.03.
65.04.	65.05.	66.01.	67.04.	67.05.	69.12.	70.13.	70.14.	71.16.	73.36.
83.01.	83.03.	83.04.	83.05.	83.06.	83.11.	83.12.	83.13.	83.14.	84.11.
84.38.	84.39.	84.40.	84.45.	84.54.	85.06.	85.12.			

Inquiries: OTAR 01-248 5757 ext. 474/476.

Finland

Ban on advertising of alcoholic beverages. The Finnish authorities have issued decrees 678 and 679 amending the acts on alcohol and 'middle beer'.

Under these new provisions, advertisements and other consumer oriented activities for promoting the sale of alcoholic beverages and 'middle beer' will be prohibited. This prohibition will not, however, apply to advertisements in the trade publications of the hotel and restaurant trade, on licensed premises and in retail liquor shops. Advertisements in foreign printed matter the main purpose of which is not the advertisement of alcoholic beverages are also exempt. This prohibition will be supervised by the Alkoholbolaget, which is already responsible for the manufacture, import, export and sale of alcoholic beverages. These decrees will enter into force on 1 March 1977. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

The Gambia

Import tax. The Gambia *Gazette* 40 published on 16 October 1976 gives notice of an act to impose an import tax on all goods imported into The Gambia from 1 October. The tax will be charged at the rate of 1 per cent of the cif value of the goods. The person accountable for the tax is the person by whom or on whose behalf the goods are entered for use in The Gambia. Importations by the government, diplomatic missions and charitable bodies are exempted from the tax.

Inquiries: OTAR 01-248 5757 ext. 473/462/471/472.

Indonesia

Exemption of import duty and sales tax: orchid seeds. The Indonesian Minister of Finance has announced, with effect from 21 September, the total exemption from import duty and import sales tax of orchid seeds, so that the import duty and import sales tax is nil.

He also announced the total exemption from import duty and import sales tax on the import of orchid seeds of single pot flowering size for cross-breeding which will be effective as from 31 August 1977.

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

Iraq

Agency Law No 8. The Ministry of Health in Iraq has issued a letter to the Pharmacist's Union stating that scientific bureau for drug propaganda are excluded from provisions of Law No 8.

No further details are available.

Inquiries: CRE 01-215 3454/3762.

Export pictures

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story, with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your news and photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Italy

Changes in import regulations. In a ministerial ordinance of 7 October 1976 and published in *Gazzetta Ufficiale* 280 of 20 October 1976 the Italian government has introduced certain changes governing the importation of hatching eggs, day-old chicks and live poultry in general for the prevention of infectious and contagious diseases of the species. Copies of the ordinance are available, in Italian, and an English translation is being prepared.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Exchange control. The *Gazzetta Ufficiale* 284 of 23 October 1976, published a decree-law 711 of 23 October 1976, establishing a special tax of 7 per cent on purchases of foreign exchange. The tax is scheduled to be levied until 18 February 1977. The decree-law also lists the range of activities which are exempt from this special tax. A free translation is available.

A ministerial decree of 25 October 1976, published in the *Gazzetta Ufficiale* of 26 October 1976, outlines the methods of payment of this special tax. Copies of this decree are available in Italian.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Mexico

Tariff amendments. Acuerdos published in the Mexican *Diario Oficial* of 8 September 1976 made extensive modifications to the Mexican customs tariff. Basically what has happened is that the *ad valorem* import duties have been reduced and the official prices have been increased. This is true of the majority, but not all cases.

The modifications are very extensive and cover the entire tariff and are not, therefore, published here. Exporters wishing to know how their products are affected may inquire by telephone. It should be noted, however, that written requests will be delayed due to the large number of amendments to be made to the tariff.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Air Products exports equipment to Canada

A heat exchanger box for an air separation plant to be built by Air Products Ltd in Canada is placed aboard a ship at Birkenhead. The heat exchanger and other equipment were fabricated at Air Products facility in Acrefair, Clwyd, while the plant was designed at the company's headquarters in New Malden, Surrey, and will be constructed and brought on stream by a team from the UK.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

New Zealand

Industries Development Commission reports. Copies of the following New Zealand Industries Development Commission reports are now available:

1	361	Plastic monofil, rod and sticks, profile shapes and seamless tubes (excluding seamless tubes of layflat film)
2	362	Plastic plates, sheets, strip, film and foil, etc + supplementary report to no 362
3	363	Plastic tape and electrical insulation tape, etc.

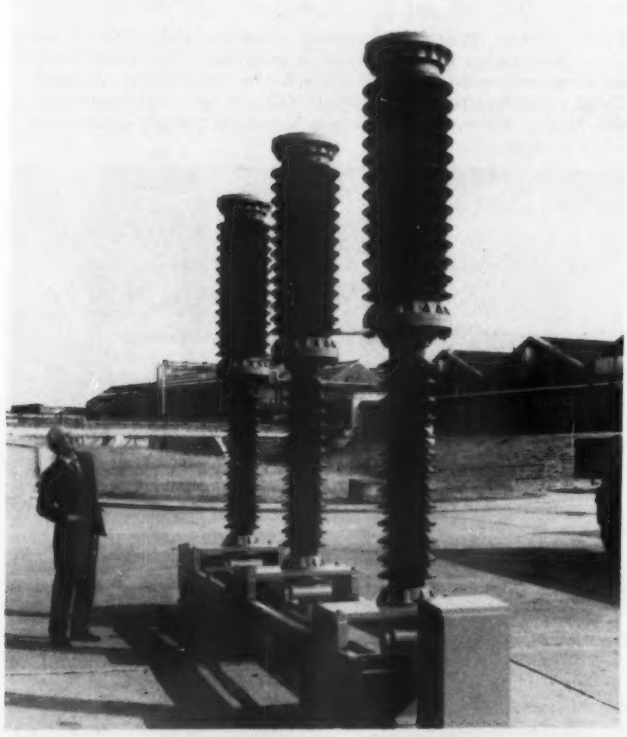
Inquiries: CRE 01-215 5321. Ref. CRE 71/76

Nigeria

Prohibited imports. Further to a notice published in *Trade and Industry* on 22 October 1976, legal notice 73 of 1976 published in the Federal Republic of Nigeria *Official Gazette* of 1 October includes the revised list of schedules I part III (prohibited goods) and schedule III part III (Goods prohibited from being imported except under licence). Copies of the amended schedules are available on request.

New high-voltage switchgear for South Africa

One of the new range of circuit breakers which a British company is supplying to South Africa for installation at the Montague Gardens sub-station in Cape Town. It is the first export order received for the extra-high-voltage switchgear which was launched at an exhibition mounted in Paris during the recent international conference on large high-voltage electric systems (Cigre).



The following information is also given:

1 The Director of Customs and Excise may demand from an importer the production of:
a confirmed letters of credit;
b pro forma invoices;
c confirmatory certification by importer's banks; and
d any other relevant documents.
2 The importation of goods specified in Part III of Schedule 1 and Part III of Schedule 3 of the Import Prohibition Order 1976 (as substituted by this Order) in respect of which payments have been made or contracts have been entered into and validated prior to 1 April 1976 may be allowed, provided that such goods had landed in Nigeria not before 22 September 1976.

Inquiries: OTAR 01-248 5757 ext. 473/462/471/472.

Weights and measures. Notification was given in *Trade and industry*, 6 February 1976, page 392, of the dates of revocation of schedules 6 and 7 of the Weights and Measures Decree 1974.

Information has been received from the British high commission in Lagos that the Nigerian Federal Ministry of Trade has amended the Weights and Measures Decree 1974 in relation to pre-packed consumer goods. The period during which imperial units of measurement will be allowed along with metric units has now been extended to 31 December 1977.

Inquiries: OTAR 01-248 5757 ext. 473/471/461/472.

Oman

Agency legislation. There is at present no agency legislation in Oman. Regulations are likely to be introduced whereby it will be mandatory for all foreign companies who wish to conduct business in Oman to be represented locally, ie to establish a local office or to appoint local agents/sole distributors. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 475/420.

Seychelles

Relaxation of import controls. Statutory instrument 37/1976 published in *Government Gazette* 31 on 24 May 1976 revoked the order prohibiting the import of shaving brushes manufactured in or exported from Japan.

Statutory instrument 39/1976 published in *Government Gazette* 32 on 29 May 1976 revoked the order prohibiting the import of several scheduled items. Copies of the order are available.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

South Africa

Tariff application. Customs tariff application list 36/76, published in the South African *Government Gazette* 5 November 1976 contains an application to the Board of Trade and Industries for increase in duty on:

1 presses classifiable under tariff subheadings 84.45.35 and 84.45.37, blanking machines classifiable under tariff subheading 84.45.50.50 and parts of presses classifiable under tariff subheading 84.48.40, and
2 vinyl acetate monomer classifiable under tariff subheading 29.14.35.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Spain

Home compensation tax on iron and steel. The Spanish *State Gazette* 26 October 1976 published an order of the Ministry of Finance reducing to 1.5 per cent Home Compensation Tax levy for

three months from 1 October to 31 December 1976 on the following items:

Tariff no	Description
73.06.A	Steel ingots weighing more than 5,000kg
73.07.B.3.a	Flat billets, first class, at least 5m long

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Syria

Import regulations. Under the revised import policy, more items are now prohibited from importation into Syria.

Details of these changes and of goods restricted to public sector establishments are available on request.

Inquiries: OTAR 01-248 5757 ext. 420/475.

United States

Quotas on meat. President Ford has proclaimed quotas on imports of meat under the Meat Import Act of 1964.

Inquiries: CRE 01-215 5629.

Frozen raw breaded shrimp. The *Federal Register*, dated 22 October 1976, published a proposal to amend the standard of identity for frozen raw breaded shrimp.

Written comments (five copies) should be sent by 21 December 1976 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville MD 20852.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Frozen desserts and dairy products. The *Federal Register*, dated 22 October 1976, published amendments to the labelling regulations to permit certain frozen desserts and dairy products to be exempt with effect from 22 October 1976.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Distilled spirits: metric standards of fill. The *Federal Register*, 20 October 1976, published rules requiring the conversion to metric standards of fill on a state-by-state basis and shall be effective from 26 October 1976. Miscellaneous amendments to metric standards are also published.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Enriched raisin bread. The *Federal Register*, 26 October 1976, published rules for establishing a standard of identity for enriched raisin bread. Failing proper objections, compliance may begin 17 December 1976 and all products should comply fully by January 1978.

Written objections should be sent by 26 November 1976 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville 20852.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Venezuela

Consumer protection law. The Superintendency of Consumer Protection of the Ministerio de Fomento has announced that in accordance with the consumer protection law of 2 September 1974, all products entering the country must have the instructions concerning their use, operation, utility and guarantee offered either with their product or the service in the Spanish language.

The superintendency announces that the time lapse granted for implementing these instructions has now passed and, therefore, all products or services that do not comply with the above will not be allowed free sale.

Inquiries: OTAR 01-248 5757 ext. 474/476.

We are pleased to invite you to

KOREAN PRODUCTS SHOW

DECEMBER 2nd & 3rd, 1976
(9.30 - 1.00 and 2.00 - 5.30)

GROSVENOR HOUSE HOTEL (Court Suite)
Park Lane, London W.1

A wide variety of consumer products will be displayed by ten leading manufacturers and exporters, including: all types of garments and leatherware; fabrics; camping and sporting goods; footwear; toys and games; bags and luggage; electric and electronic goods; musical instruments; albums; personal accessories; plywood and wallboards etc.

INCLUDE KOREA IN YOUR NEXT FAR EAST BUYING TRIP

We welcome your inquiries:

KOREA TRADE CENTRE, (KOTRA)
28 Charing Cross Road, London WC2H 0DB.
Tel: 01-240 3192. Telex: 22375
Cable: MOOGONG LONDON

ENCIRCLE TI 258 ON PAGE 470 FOR FURTHER INFORMATION

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

ring

01-248 5757 ext.

▼ Sub-section A
Co-ordination of EEC inquiries; common customs tariff (CCT); Denmark; France and overseas territories; Greece; Turkey

408 EEC legislation on tariff and non-tariff barriers relative to community trade, EEC common agricultural policy – aspects
7174 affecting exports, Denmark (incl. Faroe Islands and Greenland)
423 France and overseas departments, French overseas territories
439 Greece (incl. Dodecanese Islands), Turkey

Sub-section B
Benelux; Dutch overseas territories; Irish Republic; Italy; Federal Republic of Germany; Eastern Bloc; China

467 Federal Republic of Germany
288 Netherlands, Netherland Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Surinam, Yugoslavia
466 Irish Republic, Albania, Bulgaria, China, Czechoslovakia, German Democratic Republic, Hungary, Mongolia, Poland, Romania, USSR
288 Belgium, Luxembourg
466 Italy

Sub-section C
Efta countries (including colonies), former Portuguese territories N. Africa and Israel

459 Norway, Sweden, Austria, Switzerland
458 Israel, Egypt
460 Portugal, Finland, Iceland, Guinea Bissau, Mozambique, Angola, Cape Verde Islands, Macao, Principe, Sao Tome, Timor
461 Morocco, Tunisia, Libya, Algeria

Sub-section D
South and Central America

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama
474 Argentina, Chile, British Antarctica Territory and Antarctica, Cuba, Haiti, Uruguay, Bolivia, Columbia, Dominican Republic, Ecuador, Paraguay, Peru, Venezuela, Falkland Islands

Sub-section E
Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Island, Cook Island, Niue Island, Tokelau Isles
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, Papua New Guinea, New Hebrides, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix Island, Line Island), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section G
Middle and Far East

420 Afghanistan, Bangladesh, Burma, India, Japan, N. Korea, S. Korea, Nepal, Pakistan, Taiwan, Yemen Arab Republic, Yemen PDR
475 Kampuchea (formerly Cambodia), Iran, Iraq, Jordan, Kuwait, Laos, Lebanon, Lower Gulf States (Bahrain, Qatar, Oman, United Arab Emirates), Saudi Arabia, Sudan, Syria, Socialist Republic of Vietnam

Sub-section F
North America; Bahamas; West Indies, etc.

7312 Antigua, Bahamas, Barbados, Belize (British Honduras), Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis/Anguilla, St Lucia, St Vincent, Trinidad, Tobago, Turks and Caicos Islands
455 Canada
456 USA (incl. Alaska, Caroline Island, Guam, Hawaii, Mariana Islands, Marshall Islands), Panama Canal Zone, Puerto Rico Samoa (US), Virgin Islands (US), Wake Island

Sub-section H
Spain and possessions: Mediterranean; Africa; Sri Lanka

462 Spain, Ceuta and Melilla, Andorra
471 Ascension Island, British Indian Ocean Territory, Cyprus, Gibraltar, Sri Lanka, S. Africa (with Lesotho, Swaziland, S. W. Africa and Botswana), Somalia, St Helena, Tristan da Cunha, Maldive Islands, Malta, Mauritius, Rwanda, Seychelles
472 Burundi, Cameroon, Canary Islands, Central African Republic, Chad, Congo (Brazzaville), Benin, Ethiopia, Gabon, Guinea, Ivory Coast, Kenya, Tanzania, Uganda, Madagascar, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Zaire, Equatorial Guinea
473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Overseas trade exhibitions

High level of interest shown in British scientific instruments

From L. V. Appleyard, first secretary (commercial), British embassy, Moscow

One of the most successful British exhibitions to be held in Moscow for many years was opened by Michael Meacher, Parliamentary Under-Secretary of State for Trade, on 5 October. It displayed and demonstrated scientific, medical and business equipment to Soviet buyers and specialists and the general public from 6 to 14 October. These are sectors where British companies have been traditionally strong in the Soviet market and attendance was excellent both in numbers and level. It was evident from the reactions of Soviet officials that the quality of the equipment shown and the layout of the stands created a particularly favourable impression.

Forty British companies took part in the exhibition, which was jointly sponsored by Sima, Beta and BHEC with BOTB support. Most companies were already active in the Soviet Union and some had participated in the first British scientific instruments exhibition here three years ago. This was a considerable advantage since they were familiar with the particular requirements of the Soviet market and were able to persuade their contacts to come along to the exhibition.

The EMI Body Scanner, shown in the USSR for the first time, inevitably attracted a great deal of attention. However all exhibitors reported a high level of expert interest and, with a few exceptions, were encouraged about future prospects.

Despite some earlier misgivings, the level of sales off the stands was reasonable given the present constraint upon short-term foreign currency expenditure and a number of medium-sized contracts, totalling over £1 million, were signed by companies during the exhibition. Altogether the companies said they found the exhibition a worthwhile venture which should result in useful orders as the five-year plan unfolds.

British dominant at US medical meeting

From Kevin McNamara, vice consul (commercial), British consulate-general, San Francisco

After two years, the annual meeting of the American Society of Anesthesiologists returned this year to San Francisco where it was held from 9 to 11 October. It attracted a registered attendance of 7,500 specialists – perhaps an all-time high.

A comprehensive technical programme was organised, including refresher-course lectures, panel discussions, audio-visual systems, a clinical workshop and the presentation of more than 200 scientific papers.

In association with the meeting an impressive range of established and newly-developed products used in the field of anesthesiology was exhibited, and in many instances demonstrated, by 127 domestic and foreign manufacturers. In addition to the industrial exhibits there were 27 scientific exhibits sponsored by various hospitals and medical schools throughout the country.

As surgical procedures become more complex the anesthetist (or anesthesiologist as he is known in the United States) and the equipment he uses play an increasingly important role. Many of the new techniques and much of the new equipment used today in this sophisticated field are the direct result of British research. It was no coincidence, therefore, that the British were dominant among foreign exhibitors at the meeting and, indeed, had the only national stand. This was sponsored by the British Hospitals' Export Council and supported by the British Overseas Trade Board.

Ten British firms – four more than exhibited at the Chicago meeting in 1975 – took part in what was a highly successful display. Each participant reported receiving many inquiries which were expected to lead to additional export business. In addition to the 10 joint venture participants one other British firm exhibited independently and British-made components were much in evidence as original equipment on many United States products. Several of the British exhibitors introduced newly developed equipment which aroused great interest.

Recent British achievements in the medical field have created in the United States a new awareness and acceptance of British medical equipment. This is, therefore, an ideal moment for British firms to take advantage of the situation and extend their penetration of the vast United States market. It is hoped that the 1977 American Society of Anesthesiologists meeting in New Orleans will see even greater British participation and that this trend will continue at the 1978 meeting in Chicago and again in 1979 when the meeting returns to San Francisco.

Huge potential for UK car parts in US

From M. R. Haselip, British consulate-general, Los Angeles

Now is the time for UK companies to break into the United States automotive accessories market. That was the message from the

Printing labels at Bucharest

Norprint Ltd, of Horncastle Road, Boston, Lincs, was among 38 British companies representing some 100 firms which exhibited with the backing of the British Overseas Trade Board at the fourth Bucharest international trade fair from 16 to 25 October. Mr R. McGuire, training engineer from Norprint, is showing a BMRC label printing machine to a group of visitors.

eighth annual Automotive Parts and Accessories Association (APAA) exhibition held between 19 and 21 October in Las Vegas. Parrots, hot pants and a giant one-armed bandit in the convention centre reminded the visitor where he was and the venue had the advantage of attracting principal buyers from California. There was, however, some doubt as to how many of them had come to do serious business at the exhibition rather than in the casinos. In terms of volume the number of visitors was comparatively low but this was compensated by the fact that they came from all over the United States.

Nineteen British companies took part in the exhibition under the joint sponsorship of the Society of Motor Manufacturers and Traders and the Department of Trade. Many companies used the exhibition as a means of seeking a distributor; some were backing up existing representatives and one or two were intent on booking orders with a view to assessing their marketing strategy at a later date.

The value of the exhibition lay in the fact that it gave participants a good idea of the huge market potential on the West Coast and the quality of the competition. It was generally agreed that this was the time to exhibit given the growing demand for customising items and do-it-yourself accessories. For instance, the popularity of citizens band (CB) radios and vans was reflected in the number of American stands dealing with those items. In addition to discerning market trends UK companies were able to make informal contacts with other exhibitors with a view to establishing some form of trading arrangement.

American car owners are only now becoming DIY oriented and their appetite for accessories is becoming increasingly voracious. However, careful planning is required before attempting to sell to the West Coast. Orders can be extraordinarily large and companies should ensure that they have the capacity to deal with them. Furthermore in this sector of the trade, especially accessories, attractive packaging generally sells more units than the quality of the item inside.

Another point which asserted itself was the paramount importance of having a warehouse facility. If companies try to export direct without stocking facilities they may find that, in the longer term, their success rate will be lower than that to be gained from the gambling machines of Las Vegas.

European trend in US office equipment market

From Miss E. N. Brown, vice-consul (commercial), British consulate-general, Chicago

McCormick Place, Chicago, was the venue for the 1976 National Office Products Association annual show and convention, held from 8 to 10 October. It included 11 British exhibitors sponsored jointly by the Business Equipment Trade Association and the Department of Trade. Final attendance at the show was slightly over 20,000 trade visitors, an increase of more than 2,000 over the 1975 show, and included 390 exhibitors in 860 booths.

The British group occupied approximately 4,100 sq ft and included newcomers and manufacturers who have exhibited in previous shows. First-time exhibitor, F. C. Brown (Steel Equipment) Ltd, who were offering the 'Bisley' line of steel multi-drawer and card index cabinets in colour selections reported excellent response to their quality and design and little or no price resistance because the product offered design appeal with very little direct competition in the United States market. There was also interest from the hardware and hobby trades as well as from office equipment suppliers.

Uniplan Products received an overwhelming response to their 'Spacecube' plastic modular locker units. The firm received more than 500 serious inquiries with orders resulting directly from the show estimated at $25,000. The firm's United States distributor estimated total sales likely to result from the exhibit at about $1 million. The 'Spacecube' units are now carried by three major United States distributors of office products and allied equipment including national catalogue listings.

The United States industry has indicated a strong interest in innovative design in contract furnishings and fabrics and office systems. The response to the 1976 Nopa show exhibitors offering quality and design leaves no doubt that the market is receptive and ready to seize on possible price advantages resulting from current exchange rates. There is also an indication of a trend back to European sources.

The strong British presence at the Nopa show was noted by many trade visitors as an expression of confidence in long-term trading prospects and British manufacturers should be encouraged to respond to this business climate.

US menswear market goes for the 'British look'

From J. Easton, British trade development office, New York

There was an official British exhibit at the National Association of Men's Sportswear Buyers' Show (NAMSB) held at the Statler Hilton Hotel, New York from 17 to 20 October. Sponsored by the Clothing Export Council, the Leather Institute and the British Overseas Trade Board, 23 British clothing firms exhibited at the show.

For the United States male in this 1976 bicentennial year the current fashion in tailored clothing is the 'British look'. Some of the British participants in the show provided this in tailored classics but a complete range of British clothing was shown including leisurewear, high-fashion trousers, classic knitwear, fashion suits, leather jackets, sheepskin coats, jumpsuits, cashmere topcoats and accessories.

The NAMSB show is the biggest and most important trade show for menswear in the United States, with over 1,000 exhibitors and normal buyer registration of approximately 20,000. At this event buyer traffic slumped to 15,000 and this was attributed to the economic pause in the third quarter of 1976. With retail sales slowing many retailers were reluctant to commit themselves to normal orders of merchandise for spring 1977 and the buying volume was well below that of previous NAMSB shows.

But orders were written at the show and British suppliers took their share. Quite apart from initial orders for spring 1977 several British firms were in a position to accept orders for immediate delivery of winter clothing. Those firms did particularly well at the show.

In general, the higher-priced lines did best and reflected a movement at both retail and wholesale towards developing a quality fashion market in a new slot between the medium- and high-priced brackets.

For many of the British exhibitors this was an introduction to the United States market while for others it was a return after an absence of several years. All of them, however, found that their quoted prices were extremely competitive in the United States and nearly all of them expected to build substantially on orders placed at the show.

British quality attracts the buyers at the New York leather show

From J. Easton, British trade development office, New York

British tanners visited the United States to exhibit an extensive range of clothing leathers in the 1976 National Outerwear and Sportswear Suppliers' Association show (NOSA) held at the Statler Hilton Hotel in New York from 24 to 27 October. The group again demonstrated Britain's claim to world leadership in fashion leathers. The Leather Institute and the British Overseas Trade Board sponsored the group which featured five well-known British companies. *Wear*, the only trade publication exclusively devoted to leather fashion, was also on show at a separate booth by the Leather Institute.

The total number of exhibitors at this year's show was 325 compared with 300 at the 1975 event and the number of leather exhibitors increased by 15 per cent. The increase in leather exhibitors was an indication of the success of the 1975 show, but clothing manufacturers visiting the show this year were more cautious in their sampling and buying. Sales of clothing at retail level have slowed down considerably in recent months. This seemed to be having the general effect of inhibiting the fabric buying of some clothing manufacturers.

Buyer traffic at the show was also noticeably less than usual. But despite the difficulties the British contingent did well and all of the firms agreed that participation in the show had been worthwhile. There seemed to be as many visiting the British exhibit as in previous years. The main reason was the high quality of the exhibit but another factor could have been the prime site occupied by the British exhibit.

Instead of attempting to compete with United States tanners on standard leather fabrics the British exhibitors concentrated on

their top-quality innovative fashion leathers for clothes. These are speciality lines not readily available in the United States from domestic tanners and the buyers came to see them.

British pavilion wins international prize at Nairobi . . .

From R. M. Adey, commercial department, British high-commission, Nairobi

This year, after 74 years, the Nairobi show was re-titled the 'Nairobi international show'. Chuckles all round from the cynics! But, if anything, the re-naming is overdue, since, for many years – and certainly over the seven years I have been running the British pavilion – there has been no annual trade fair in 'Black Africa' which bears comparison with this event.

Between 10 and 15 foreign governments take pavilions, and this year there were over 230 trade stands – many with British associations – at the show which was held from 28 September to 2 October. Large numbers of non-Kenyans, including occasional visitors from such unlikely areas as South America and Australia, attend, so the change of name is more than mere semantics.

And it is perhaps significant in this international atmosphere that the British pavilion won first prize in the international section.

Potential buyers of the wide range of products on display in the permanent British pavilion are mainly privileged visitors with free admission but the 20 per cent increase in paid attendance did reflect the more cheerful economic atmosphere in Kenya this year. Preliminary results from the UK pavilion point to an increase in orders and inquiries.

'A gateway to African markets' was how new exhibitors, Shelvoke and Drewry, described the show. A highly sophisticated dust-cart is hardly the sort of item that will sell over-the-counter but the strength of the inquiries the firm received, to be followed by demonstrations to municipalities throughout East Africa, delighted them. And Jimmy Pilling of Hepworth International Plastics assured me that the serious inquiries he had received for piping material far exceeded those he would expect from exhibitions elsewhere in the world.

Most exhibitors regard a show such as this as a source of leads and inquiries to be followed up over a period perhaps extending into years rather than as a source of profit from direct sales during the show. But surprising things happen. I have already mentioned the dust-cart and Danks of Netherton sold both their boiler exhibits, including a £30,000, 13-ton, wood-fired unit. Smaller workshop appliances, such as those shown by Black and Decker and the British Oxygen Company, do have a greater chance of attracting firm orders and both firms reported sales of well over £10,000 with the prospects of many times those amounts to come.

That promotions such as this do succeed in winning business which might not otherwise come our way, was illustrated by one man who told me that he had bought a £750 grinding machine from Black and Decker and cancelled arrangements he had made to buy a similar machine from Germany.

Many people think of the Nairobi show as being predominantly agricultural – and perhaps rather parochial. Its background certainly is, and it is still promoted by the Agricultural Society of Kenya. But it must be no longer thought of in these terms. This year most of our exhibitors had little or nothing to do with agriculture, and the non-agricultural exhibits were among the most successful.

Almost any product which has prospects in the Kenyan market can be successfully launched or promoted at this show. If you have a product with potential in Kenya, think now about the potential value of our pavilion for your interests here. Many of our exhibitors this year have promised to return, so space is likely to be tight!

Mr D. R. Angliss, chairman of the Donian Motor Company, Manchester, is talking to interested visitors at the Nairobi show. With his local agents, Mr Angliss took orders for 153 vehicles for delivery before the end of the year.

. . . and another at Hamburg too

From Ashe Windham, vice-consul (commercial), British consulate-general, Hamburg

A view of the British stand at the Hamburg boat show, which won the prize for the best stand design.

An optimistic mood prevailed among the British exhibitors at the seventeenth international boat show at Hamburg which took place between 16 and 24 October. The show was preceded by the two trade days of the European Marine Trades Association (Emtec), together with a conference run by the International Council of Marine Industries Associations (Icomia).

There were 155,000 visitors, an increase of 5.4 per cent on last year and a total of 822 exhibitors from 25 countries. The British joint venture was the largest on record with a total of 60 participants and obtained the prize for the best stand design.

Icomia introduced a very useful publication – *Safety and quality standard* – aimed at presenting the best compromise between international standards for boat builders. Emtec provided a genuine international meeting ground for many of the UK principals and their agents, and in particular seemed to benefit the accessories suppliers who reported good business with trade contacts.

At the boat show itself the trend for motor boats seems to be towards roomy four-berth family cabin cruisers of the type produced by Shetland who were particularly pleased with their sales. Up-market, Jack Powles, among others, found several purchasers as well as serious inquiries.

On the sailing side, the most important

trend is towards the family yacht with four or five berths with the accent on comfort. Many British companies with boats in this category reported sales in excess of 10 boats, together with, in some cases, quite large orders from agents for future sales. There was also a growing number of boats offering traditional designs of which the Cornish Crabber attracted most publicity. Perhaps this was also because it was available in part-built form – an idea which attracted press attention. The more classic UK yards, such as Westerly Marine, Moody and Camper Nicholson, all found a reponsive market although competition is undoubtedly fierce.

International growth for Essen security fair

From J. W. Spies, Commercial Officer, British Consulate-General, Dusseldorf

'Security '76', the second international security exhibition was held in Essen from 19 to 22 October. During these four days almost 12,000 visitors from 36 countries came to see the latest developments in the field of security. This exhibition is now regarded as the most important of its type in Europe. It has grown into an international event with a high proportion of foreign visitors (22 per cent) and exhibitors (30 per cent).

In an increasingly security-conscious world lively interest was shown right from the start in the products which ranged from security electronics, surveying and alarm systems, indoor and outdoor security systems and materials. The 200 exhibitors unanimously praised the good level of inquiries because of the high proportion of professional visitors who accounted for 94 per cent of total attendance. It was particularly encouraging that firms not involved in the manufacture of the highly sophisticated but somewhat fashionable electronic security equipment were equally pleased with the results achieved.

Twelve British exhibitors sponsored by the London Chamber of Commerce and Industry in association with the British Overseas Trade Board occupied a well positioned stand in one of the two exhibition halls not far from the main entrance. On show were explosive detectors, automatic intruder alarm systems, x-ray inspection systems, police systems, other kinds of detectors as well as bullet-proof glass, identification/security card systems and domestic alarms.

Most of the firms represented on the joint venture stand had come out with the objective of finding out what the international market required, look for suitable agents and to provide a comprehensive show to potential or existing customers. They were well pleased with the results both with the inquiries received and the technical and commercial feed-back resulting from contact with a highly qualified public. With one exception all exhibitors on the joint venture stand stated that they would exhibit again at the next event.

In addition there were eight British companies showing independently. They were similarly optimistic over the results of this exhibition, and thought that inquiries from countries other than Germany were particularly encouraging.

British furniture manufacturers establish permanent US showrooms

From D. H. Payne, vice-consul (commercial), British consulate-general, Atlanta

Sixteen British furniture manufacturers exhibited at the 1976 southern furniture market, held at High Point, North Carolina, from 14 to 22 October, in a joint venture between the British Furniture Manufacturers (Exports) Ltd and the Department of Trade. This was the third consecutive showing at the market by representatives of the British Furniture Manufacturers Export Club.

There is no doubt that Britain's entrance on the United States home furnishings scene adds a new dimension to the southern furniture market, which is probably the most sophisticated and largest concentration of permanent home furnishings showrooms in the world. The establishment of this permanent display underscores the importance of the American market to the UK's exports. American buyers praised our unexcelled craftsmanship and fine design, from the Tudor to cleanly-styled contemporary. In between were all the classic names familiar to collectors around the world – Queen Anne, Chippendale, Hepplewhite, Sheraton and Regency.

Buyers from every state and some 22 foreign countries registered during the 10 days of the market and it is estimated that the final count exceeded 15,000. Some 1,800 buyers registered at our exhibit.

Actual business at the British exhibit amounted to about $465,000 with final orders in six months expected to reach $1,250,000. The value of furniture exported to the United States in 1975 amounted to some $28 million. With exports running 40 per cent ahead so far this year, the total for 1976 should reach $40 million. Spokesmen for BFMEC predict that with continued exposure at the southern furniture April and October markets, the value of exports could show further significant increases by the end of 1977.

British boats highly competitive in Italian market

From H. Blackstone, vice-consul (commercial), British consulate-general, Genoa

In the past two or three years the Italian boating trade and industry have tended to regard each forthcoming Genoa boat show with foreboding. But since the event is by now truly international and so largely independent of national economic difficulties, their fears have been belied by unexpectedly encouraging results. At this year's show, held from 15 to 25 October partly on account of the currently depressed sterling exchange rate but also because of their acknowledged high quality and good design, British boats and equipment are still highly competitive despite continued high Italian sales taxes and other import deterrents.

The organisers each year manage to find more open-air exhibition space. This year the number of participating firms increased by 13 per cent while more than 40 per cent of all the exhibitors were non-Italian drawn from 23 countries. Visitors to the show seem, this time, to have included a higher proportion of potential purchasers. The organisers also claim that there were some 10 per cent more foreign visitors (from no fewer than 69 countries), including several official trade missions. Although power boats, out-numbered sailing craft by three to one the latter continue to increase in popularity and in fact enjoyed proportionately higher sales.

British exhibitors, either direct or through local agents, continue to dominate the overseas participation. Firms taking space in the BOTB joint venture stands rose this year to 23 and achieved sales totalling over £1 million.

The 10 firms in the sailing section contributed about 75 per cent of this total. Several firms expected additional business to follow sea trials. As usual, British craft on show ranged from small sailing dinghies to catamarans and motor sailers. An interesting collection of small- and medium-sized power boats obtained very good business while inflatables maintained their popularity of previous years.

In the accessory and equipment sections important business was done in generating sets, inboard diesel engines and chemical specialities for nautical use. These and other items such as sails and fittings were particularly in demand by boat owners rather than builders. Britain's yachting clothing, now claimed to be the best in the world, also sold well and future business prospects were said to be excellent.

Year by year this event has increased its prestige in international boating markets and this year was no exception. Many British firms consider that it offers them an outstanding opportunity to display their products in a favourable international setting with excellent sales prospects. The 1977 show is planned to run from 14 to 24 October.

International dairy industry shows readiness to invest

From Harry Homann, pro-consul (commercial), British consulate-general, Frankfurt

'The Frankfurt International dairy engineering exhibition has been a highly successful exhibition for us and a major breakthrough in international markets for our unique protein recovery process and systems', said a representative of Vistec Systems of Swansea. He added that the number of inquiries received from many parts of the world during

the exhibition, which took place from 12 to 16 October, will now form the basis for commercially exploiting the newly developed process for the recovery of high purity protein from whey, which has aroused tremendous interest.

This note of satisfaction with the outcome of the show was echoed by the other 10 British exhibitors at this event, who together formed a joint venture stand which had been organised by the British Overseas Trade Board in collaboration with the Process Plant Association, London.

The main feature of the exhibition, which is held in Frankfurt every four years and organised by the German Agricultural Society (DLG), was the display of a comprehensive range of dairy plant, milk processing and handling equipment, and milk-products packaging machinery. More than 280 exhibitors, including 83 firms from 14 countries, showed their latest dairy engineering products and technological developments on a net exhibition area of just under 20,000m². Interest in this very specialised sector of products tends from its nature to be limited to the dairy industry and trade; nonetheless, the exhibition was attended by almost 16,000 buyers and visitors from over 50 countries – measurably higher than the 1972 figure (14,000), and seen as indicating greater readiness on the part of the international dairy industry towards new investment.

In line with the general pattern of the exhibition, the British joint venture firms displayed an impressive range of machinery and equipment such as milk bottling and capping machines, computerised milk handling and processing plant, heat exchangers and transport refrigeration units. The Commonwealth Bureau of Dairy Science and Technology, Reading, which has been a regular exhibitor at this show, displayed its distinctive range of publications and special literature on dairy foods. The representatives of the bureau were very satisfied with the number of inquiries and orders received.

Part of Britain's joint venture stand at Frankfurt where firms displayed an impressive range of equipment.

British firms pick up inquiries at Chicago packaging show

From: Norman Olson, vice-consul, British consulate-general, Chicago

Sponsored by the Institute of Packaging and the Department of Trade nine British manufacturers took part in a joint venture at National Packaging Week Exposition and Assembly in Chicago's McCormick Place from 25 to 29 October. This, the most important event in the United States packaging industry, is held every two years and manufacturers have wasted no time between shows. Virtually all suppliers had something new to show the trade.

Over 3,000 machines were on the floor with over 80 per cent of them operating and at least three-quarters either totally new or containing improvements. Almost 30,000 trade visitors were attracted to the stands of 475 exhibitors who took up 328,000 net sq ft of floor space.

Claud Breeden, executive director of the Packaging Machinery Manufacturers' Institute predicted that machinery makers' volume estimated at $600 million this year will grow 7 to 10 per cent in 1977. Over the next two years British joint venture exhibitors expect to have United States sales in excess of £3.6 million. They received some 600 inquiries during the packaging week. Britain's Institute of Packaging maintained a well-received and busy information stand.

In addition to the joint venture group, the British Packaging Industry was well represented throughout the show with equipment on the stands of agents or distributors.

The next National Packaging Week exposition and assembly will again return to Chicago's McCormick Place from 30 October to 3 November 1978.

British foods go down well in Canada

From D. Cartwright, British consulate-general, Toronto

On 23 and 28 September, British food manufacturers including Maynards, Weetabix, Bristows of Devon, Andy Hampers and Adams Biscuits and/or their Canadian agents/importers exhibited in what is believed to be the first exclusively-British food shows in North America for wholesale and retail food buyers only. The show in Montreal on 23 September featured 22 displays representing 14 exhibitors while the Toronto display consisted of 37 displays on behalf of 25 exhibitors.

The shows coincided with an officially-sponsored British Food Export Council outward mission to Canada. The interesting aspect was that both shows were financed by the sale of tables to exhibitors and organised by local committees, the local chairman and members being Canadian importers but including one representative on each from the consulates-general in Montreal and Toronto.

Both shows were held in hotels; those invited were restricted to managers and buyers from strategic supermarkets, general stores and gourmet food shops and inducements to attend included a free raffle for two air tickets to Britain, a free bar and food for guests only.

The exhibits were a credit to the exhibitors, with one exception in Toronto, and the publicity material was provided by the Department of Trade.

Publicity was achieved in three editions of the *Canadian Grocer* and a 16-page supplement entitled 'The British are coming' was published in their August issue.

Invited guests, exhibitors, the organisers and mission members considered the shows highly successful with an exposure to supermarket purchasing staff at a higher level than could normally be achieved. Some business was done on the spot and many new, valuable contacts were established. One mission member exhibiting food hampers, who was not represented in Canada, was pleased but somewhat overcome initially, when the vice-president of a supermarket chain said he wished to sell the hampers through his 160 stores.

The success of such an operation depended almost entirely on the local importers/agents taking an active part in selecting and encouraging guests, persuading other importers and their British principals to exhibit and providing banking and other essential facilities.

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions and welcome posters and brochures from fair organisers. But material must be sent well in advance—at least three clear months ahead of the event—and in sufficient quantity—two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.

Overseas trade export services

Improved cargo schedules from British Airways

Improved cargo schedules form part of a package of new and improved British Airways schedules with the introduction of its winter timetable.

Three extra freight services are being introduced to points east as far away as Bombay and Hong Kong and bringing the British Airways freighter services up to six a week on routes east from London. New points being served by the freighters are Kuwait, Dahran and Delhi.

The airline is converting one of its existing 707 passenger aircraft for freighter work to meet the increasing demand for cargo capacity to the Middle East and Africa.

Four new services a week, capable of carrying over 30 tonnes of palletised and loose cargo each, will operate from London on Tuesday, Thursday, Friday and Sunday, beginning on 25 November.

The Nairobi freighter service is being introduced to replace the British Caledonian service withdrawn under the terms of the government's recent civil aviation review.

And for the business traveller, the airline is introducing a series of individual and group travel packages.

The packages are offered in a new edition of *British Airways and the Business Traveller*.

The brochure offers individual packages on scheduled services to 36 destinations in Great Britain, Europe, America and the Middle and Far East; group packages for 20-60 passengers to nearly 60 destinations; individual and small group all-inclusive packages to more than 200 destinations allied to a trade fair or exhibition; and a comprehensive guide to the wide-ranging services offered by the airline to the business traveller.

Jaxpal containers protect beauty aids

Exotic beauty products manufactured by Elizabeth Arden are being transported from their UK plant at Acton, London, to their depots throughout Europe in Jaxpal containers. These Jaxpal containers are filled directly on the manufacturing lines by production workers and are only checked by the packaging department.

A few years ago Elizabeth Arden packed their beauty treatment products into wooden tote bins but switched to shrink wrapping from a cost point of view. However, the company found that pallets of shrinked wrapped boxes presented stacking difficulties in the warehouse and were very prone to pilfering, so the possibility of using corrugated board containers was examined.

After extensive field trials, Elizabeth Arden started using Jaxpal, the corrugated board container with the integral wooden pallet, and have been using it ever since.

Although the containers are designed as a one-trip product, Elizabeth Arden is finding Jaxpals can be used for up to two or three trips with no damage to the delicate glass-bottled merchandise being transported.

Elizabeth Arden production workers packing Jaxpal containers.

British Air Ferries to operate new cargo routes

New route licences have been granted to British Air Ferries to operate a number of new services as follows:

1 A scheduled service between Manchester and Rotterdam, and/or Antwerp, of two round trips per day between the two cities, to begin on 1 April 1977.

2 A scheduled service between Southend and Antwerp, which initially will be restricted to one flight a day, with a maximum cargo carrying capacity of 1 ton on each flight.

3 A scheduled service between Southend and Dusseldorf, with no restrictions as to either frequency or amount of freight carried.

4 A scheduled service between Southend and Calais, which initially will be operated twice daily from 1 December, with no restric-

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Colin Beadle at T. G. Scott's on 01-242 6264.

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services, which also include market research.

G. INOUYE, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco). Cables: Raydenco, TOKYO

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NB

The Dutch bought more than £3m per day worth of British goods in 1975
(only the U.S.A. and W. Germany bought more)

In 1976 trade with the Netherlands is already up by 17%

The Netherlands-British Chamber of Commerce is urgently searching for British companies wishing to export to the Netherlands

Please send name/address of your company and list of products/ services to be exported, brochures and price lists to:

The Netherlands-British Chamber of Commerce
307/308 High Holborn, London WC1V 7LS
London: 01-405 1358 Manchester: 061-834 5674

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EXPORT INVOICES

★ Export Invoices on airmail paper or standard weight paper

★ Bills of Exchange and Sight Drafts

★ National Standard Shipping Notes

★ Certificates of Origin

Phone the specialists for full details of by return service

01-659 1931

BOWEN & COURT LIMITED
7 GARDNER INDUSTRIAL ESTATE, KENT HOUSE LANE
BECKENHAM, KENT

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British exports to Iran in 1975 were valued at nearly £500,000,000

Iran is a vitally important market for your Company. Are you reaching your potential customers and advising them *in their language* of your Company's products machinery, equipment, services, etc.?

We can help you to do this by means of articles and advertisements in

"ANGLO-IRANIAN TRADE"
published in Farsi – the language of Iran.

This journal, the only British journal in Farsi, is read by thousands of Iranian firms and organisations.

Ask for a copy, circulation details and rates.

"ANGLO-IRANIAN TRADE"
Walter House, Bedford Street, London WC2R 0QB
Telephone: 01-836 9058

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tions as to the amount of cargo carried, or frequency of operations.

Permission has been granted to use the Herald Aircraft on the Southend to Basle service with no restriction on either frequency or amount of cargo to be carried. This will start as soon as it has been approved by the Swiss government.

Ferrymasters expand Immingham depot

Ferrymasters, a P and O Unit Loads company, has just completed the second major phase of the continuing expansion of the Immingham Depot.

A new two-storey administration block of 7,000 sq ft now accommodates more than 80 Ferrymasters' personnel centred on Immingham, and the vehicle marshalling yard has been increased to 4.5 acres, with a further 2.5 acres of adjoining undeveloped land leased by Ferrymasters for anticipated future development.

The workshop at Immingham depot has been extended to four service bays, operating 24-hour shifts, and Ferrymasters' own personnel carry out all work necessary to take tractors and trailers through MOT and TIR tests. Tractor bodywork, chassis and trailer repairs and maintenance, together with tractor engine servicing, are carried out at the workshop.

Ferrymasters has invested £3 million this year in new tractor and trailer equipment and in new depot facilities to provide high standards of customer servicing, administration and documentation throughout some 30 centres, which make up Ferrymasters' total international network across 10 different countries.

Solving the small change problem

Sometimes the business traveller finds it difficult to buy foreign currencies in Britain and this can lead to problems in paying small items such as the taxi fare from the airport.

The executive currency pack scheme is being operated by Deak-Perera Ltd and British Airways in a bid to overcome this problem. The currency pack is made up of low denomination notes and coins to the approximate value of £15 in the chosen currency and should be sufficient for the traveller's immediate needs.

Over 30 countries are covered by the scheme including Bahrain, Colombia, Hungary, Iran, Saudi Arabia, Thailand.

The packs can be obtained from Deak-Perera or through any branch of Barclays Bank.

African link for McGregor Swire

McGregor Swire Air Services Ltd, the British airfreight forwarder, has entered into a bilateral agreement with Nakulines of Nairobi in Kenya.

MSAS has introduced an airfreight consolidation service to and from Kenya which operates twice weekly with guaranteed space at competitive prices. Nakulines provides break-bulk services at Nairobi and also offers clearance facilities for customers.

In addition MSAS and Nakulines are operating a weekly charter service between London Heathrow and Nairobi with UK outbound rates down to 58p per kilo.

Containers used to ship tail-shafts to South Korea

Ben Line Containers will be shipping out the twelfth set of tail-shafts manufactured by the Dennystown Forge Co Ltd of Scotland to South Korea in three 40 ft open-top containers. A total of 33 tail-shaft sections, each weighing about 17 tons, have already been exported from Scotland by Kuehne and Nagel, on behalf of the Dennystown Forge Co to the Hyundai Shipbuilding and Heavy Industry Co Ltd, South Korea. The photograph shows one of the 17-ton tail-shaft sections being lowered into a 40 ft container at Coatbridge.

UAE papers open London offices

Exporters to the United Arab Emirates may wish to know that advertising space in the official daily newspapers of the UAE – *Al-Ittihad* and *Emirates News* – can now be purchased in the UK from Emirates Marketing Services at 23 Ridgmount Street, London WC1, tel. 01-637 2804. EMS have signed a contract with the two newspapers to provide this service.

Direct dialling starts to eastern Europe

British telephone users with international subscriber dialling can now dial direct to the German Democratic Republic. This is the first time direct dialling has been possible from Britain to an eastern European country.

The link up with the GDR is part of the latest expansion of Britain's international subscriber dialling services to Europe. ISD also starts with Austria and Portugal – adding, with East Germany, 5½ million telephones to the total of more than 300 million already directly accessible from the UK. Now more than three-quarters of the world's telephones are directly linked to the 15 million telephones in the UK with ISD.

The cost of dialling to any of the three countries will be approximately 35p a minute during the day, reducing to 22p a minute after 8 pm each evening and at weekends. Calls put through by the operator are charged at 47p a minute and are subject to a three-minute minimum.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million 18,209	10,399	1,807	1,976	£ million		
1970	100	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	102	32,505	9,681	1,991	1,930	99	−148	52	22	1,084	280	804
1972	104	34,402	9,870	1,739	2,071	39	−145	48	15	154	−702	856
1973	110	35,935	10,279	1,872	2,362	1,127	404	102	382	−736	−2,334	1,598
1974	110	35,612	10,087	2,024	2,251	604	666	81	−111	−3,347	−5,220	1,873
1975	108	35,374	9,967	1,737	1,964	−699	−392	−111	−23	−1,673	−3,204	1,531
1973 4th qtr	110	8,986	2,584	467	615	197	91	32	47	−395	−949	554
1974 1st qtr	106	8,853	2,594	510	591	−105	−21	18	−38	−822	−1,288	466
2nd qtr.	111	8,814	2,436	502	562	321	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,476	501	548	330	358	3	−39	−763	−1,242	479
4th qtr.	111	8,989	2,581	511	550	58	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,533	471	497	−126	18	−31	−38	−452	−852	400
2nd qtr.	108	8,851	2,460	444	495	−269	−105	−54	−66	−366	−681	315
3rd qtr	107	8,776	2,528	416	496	−214	−234	−29	38	−561	−989	428
4th qtr.	108	8,758	2,446	406	476	−90	−70	4	43	−294	−682	388
1976 1st qtr.	109	8,866	2,448	402	460	22	31	23	12	−39	−473	434
2nd qtr.	108	8,789	2,375	411	475	−161	−130	−22	−55	−553	−1,040	487
3rd qtr.		8,860 pe								−705	−1,185	480
% change last 2 qtrs. on prev. 2 qtrs.	+1.3	+0.1	−3.0	−1.1	−3.8							
on a year earlier	−0.1	+0.1	−3.4	−11.1	−5.7							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages								thousands	at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.4	99 6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5●	2.6●	302.2●	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	3.9	148.2●	124.9	125.6
1974 3rd qtr.	108.4	109.9	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.8	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.4	105.9	111.3	108	122.0	20.3	220.9	176.0	163.6	737.8	3.1	..	128.9	125.4
2nd qtr.	100.1	100.4	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.4	99.5	105 5	103	139.4	26.6	239.3	193 4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.3	100.0	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128.3	127.2
1976 1st qtr.	101.5	101.5	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.0
2nd qtr.	102.0	103.1	106.7	106	154.9	16.0	292.6	214.4	212.8	1,246.5	5.3	119.6	137.1	137.1
3rd qtr.			108.7	97	158.5	13.7	306.7 p	223.2 p	218.6 p	1,307.5	5.5	124.7	132.8 p	137.3 p
1975 Oct.	100.6	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.6	118.9	130.5	128.9
Nov.	100.7	100.5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.8	111.8	123.4	128.0
Dec.	99.6	99.0	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.0	101.6	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	101.9	101.4	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	101.7	101.6	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr	102.0	102.8	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	103.9	105.7	105.7	112	155.2	15.4	292.0	214.8	211.7	1,250.0	5.3	120.6	138.2	139.7
June	100.2	100.7	106.1	88	156.0	13.8	299.6	217.0	216.6	1,255.7	5.3	114.3	138.4	137.7
July	101.8	103.2	108.3	87	156.3	12.9	302.0	219.8	218.5	1,294.6	5.5	117.6	129.8	140.0
Aug.	100.8	101.9	108.9	115	158.5	13.8	304.0	223.4	218.6	1,309.4	5.6	127.5	132.1	131.4
Sept.			108.8	88	160.6	14.3	314.1 p	226.3 p	218.7 p	1,318.6	5.6	129.0	136.6 p	140.4 p
Oct.				94 p			327.1 p	229.5 p		1,305.5 p	5.5	126.2 p		
% change latest 3 months on prev. 3 months	−1.6	−1.4	+1.9	+3.5	+2.3		+5.8	+4.2	+2.7	+3.5		+8.6	−3	—
on a year earlier	+1.8	+2.6	+3.0	−2.0	+13.7		+28.3	+16.0	+17.9	+26.1		−0.8	+11	+8

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ● Average of 11 months

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Acquisitions and mergers of industrial and commercial companies: third quarter 1976

Expenditure on acquisitions of industrial and commercial companies rose slightly in the third quarter of 1976, though the number of companies acquired was little changed. The financial press reported 95 companies acquired for a total expenditure of £108 million in the quarter compared with 93 companies acquired for £93 million in the previous quarter. Table 1 shows that the figures for the third quarter represent a continuation of the low level of acquisition activity that has been evident since the middle of 1974. The value of sales of subsidiary companies fell in the third quarter from the unusually high level of the previous quarter but it was again a high proportion of total expenditure on acquisitions compared with most earlier quarters.

The largest acquisition during the third quarter of 1976 was that of Brentford Nylons acquired by Lonrho for £9.8 million. Table 2 shows that the 16 largest acquisitions (17 per cent of the total number) accounted for 62 per cent of total expenditure in the quarter,

TABLE 1 Acquisitions and mergers within the United Kingdom

	Total all acquisitions and mergers			Acquisitions of independent companies and mergers: Total			Acquisitions of independent companies			Mergers†			Sales of subsidiaries between company groups		
	Number acquiring	Number acquired	Value £ million	Number acquiring	Number acquired	Value £ million	Number acquiring	Number acquired	Value £ million	Number acquiring	Number acquired	Value £ million	Number acquiring	Number acquired	Value £ million
1969	686	846	1,068.9	595	744	969.2	593	742	961.6	2	2	7.6	91	102	99.7
1970	629	793	1,122.5	490	614	996.6	484	608	954.1	6	6	42.5	139	179	125.9
1971	687	884	911.1	498	620	745.6	498	620	745.6	–	–	–	189	264	165.5
1972	928	1,210	2,531.6	716	938	2,346.2	710	931	2,336.9	6	7	9.3	212	272	185.4
1973	929	1,205	1,304.3	724	951	1,057.5	722	949	1,055.2	2	2	2.3	205	254	246.8
1974	427	504	508.4	307	367	459.1	306	366	451.6	1	1	7.5	120	137	49.3
1975	276	315	290.8	180	200	221.0	177	197	215.1	3	3	5.9	96	115	69.8
1973 1st quarter	258	362	323.7	195	278	280.4	195	278	280.4	–	–	–	63	84	43.3
2nd quarter	207	256	205.6	164	203	179.4	164	203	179.4	–	–	–	43	53	26.2
3rd quarter	215	276	431.7	175	226	299.7	173	224	297.4	2	2	2.3	40	50	132.0
4th quarter	249	311	343.3	190	244	298.0	190	244	298.0	–	–	–	59	67	45.3
1974 1st quarter	152	191	252.6	116	149	231.3	116	149	231.3	–	–	–	36	42	21.3
2nd quarter	105	128	129.8	68	83	118.1	68	83	118.1	–	–	–	37	45	11.7
3rd quarter	90	101	75.5	65	74	66.5	64	73	59.0	1	1	7.5	25	27	9.0
4th quarter	80	84	50.5	58	61	43.2	58	61	43.2	–	–	–	22	23	7.3
1975 1st quarter	50	56	47.1	35	37	38.4	34	36	36.9	1	1	1.5	15	19	8.7
2nd quarter	82	99	50.8	52	62	38.0	51	61	37.4	1	1	0.6	30	37	12.8
3rd quarter	81	88	111.9	50	55	77.5	50	55	77.5	–	–	–	31	33	34.4
4th quarter	63	72	81.0	43	46	67.1	42	45	63.3	1	1	3.8	20	26	13.9
1976 1st quarter	82	93	71.3	62	71	65.3	61	70	64.9	1	1	0.4	20	22	6.0
2nd quarter	81	93	93.3	49	55	44.3	49	55	44.3	—	—	—	32	38	49.0
3rd quarter	86	95	108.1	55	60	76.3	55	60	76.3	—	—	—	31	35	31.8

† A merger (which takes place when two companies combine to form a new company) is reckoned as the acquisition of the smaller company by the larger and is valued at the market value of the smaller company's share of the newly formed company.

TABLE 2 Size distribution of acquisitions within the United Kingdom

Expenditure (£ million)	1974		1975		1975 4th quarter		1976 1st quarter		1976 2nd quarter		1976 3rd quarter	
	Number acquired	Value £m	Number acquired	Value £m	Number acquired	Value £m	Number acquired	Value £m	Number acquired	Value £m	Number acquired	Value £m
Over 25	3	151.1	1	32.4	1	32.4	—	—	—	—	—	—
Over 5 and up to 25	16	142.5	12	100.6	1	6.5	3	32.4	4	30.9	3	22.4
Over 2 and up to 5	26	80.1	24	71.3	7	22.1	4	12.4	9	32.5	13	44.3
2 or less	459	134.7	278	86.5	63	20.0	86	26.5	80	29.9	79	41.4
Total	504	508.4	315	290.8	72	81.0	93	71.3	93	93.3	95	108.1

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TABLE 3 Categories of expenditure on acquisitions and mergers within the United Kingdom

	Expenditure (£ million)				Percentage of expenditure		
	Total	Cash	Issues of ordinary shares	Issues of fixed interest securities	Cash	Issues of ordinary shares	Issues of fixed interest securities
1969	1,069	296	552	221	27.7	51.6	20.7
1970	1,122	251	596	275	22.4	53.1	24.5
1971	911	285	437	189	31.3	48.0	20.7
1972	2,532	493	1,459	580	19.5	57.6	22.9
1973	1,304	691	466	147	53.0	35.7	11.3
1974	508	347	114	47	68.3	22.4	9.3
1975	291	173	93	25	59.4	32.0	8.6
1973 1st quarter	323.7	120.7	157.4	45.6	37.3	48.6	14.1
2nd quarter	205.6	90.1	92.0	23.5	43.8	44.8	11.4
3rd quarter	431.7	310.5	100.5	20.7	72.0	23.2	4.8
4th quarter	343.3	169.4	116.4	57.4	49.3	33.9	16.8
1974 1st quarter	252.6	189.8	51.0	11.8	75.1	20.2	4.7
2nd quarter	129.8	68.9	27.3	33.6	53.1	21.0	25.9
3rd quarter	75.5	42.3	32.6	0.6	56.1	43.1	0.8
4th quarter	50.5	46.2	3.3	1.0	91.5	6.5	2.0
1975 1st quarter	47.1	38.7	7.1	1.3	82.2	15.0	2.8
2nd quarter	50.8	33.5	17.3	—	65.9	34.1	—
3rd quarter	111.9	64.4	24.0	23.5	57.6	21.4	21.0
4th quarter	81.0	36.2	44.6	0.2	44.7	55.1	0.2
1976 1st quarter	71.3	37.9	32.6	0.8	53.2	45.7	1.1
2nd quarter	93.3	83.1	9.5	0.7	89.1	10.2	0.7
3rd quarter	108.1	81.0	26.6	0.5	74.9	24.6	0.5

while the remaining 79 acquisitions (83 per cent of the total number), which were each acquired for £2 million or less, accounted for 38 per cent of total expenditure. The average cost of acquisitions in the third quarter of 1976 was £1.1 million, compared with £1.0 million in the previous quarter, £0.8 million in the first quarter of 1976 and an average for 1975 of £0.9 million.

Table 3 shows that the proportion of total expenditure in the form of ordinary shares rose in the third quarter of 1976 from the low level of the previous quarter, and that the proportion in the form of cash fell from the particularly high level in the previous quarter. The proportion in the form of fixed interest securities remained very low. The proportion of total expenditure accounted for by each of these three methods of payment tends to vary considerably from quarter to quarter. However, the proportion in cash has tended to be high since the beginning of 1973, compared with earlier years, and the proportions in ordinary shares and in fixed interest securities have tended to be low. The proportion in fixed interest securities has generally been very low since the beginning of 1974.

Tables 1, 2 and 3 are taken from a more detailed analysis published in Business Monitor M7, Acquisitions and Mergers of Industrial and Commercial Companies (obtainable from HMSO each quarter for an annual subscription of 74p). The Business Monitor also contains tables analysing acquisitions and mergers by industry.

Notes

This analysis relates only to industrial and commercial companies in the United Kingdom and is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions. The Bank of England compiles an analysis of acquisitions and mergers relating to financial companies (banks, insurance companies, etc.) which is published in the *Bank of England Quarterly Bulletin*.

No method of valuing acquisitions is altogether free from objection. The values shown here relate in general to expenditure during the current period, excluding any previous investments in the company acquired. Where possible, the values are market values, ie the cash paid or the market price at date of issue of shares or loan stock issued. Where market values are not available (as in the case of unlisted securities) or the cash payment is not disclosed, acquisitions are in general valued at the net book value of the acquired company. When comparing the series over time one must allow for the considerable short-term fluctuations in share prices, in addition to allowing for the general inflation of values.

Where the acquired company was a subsidiary of another United Kingdom company, the transaction is classified as a sale between company groups. Acquisitions between subsidiaries of the same company group, in the course of internal reorganisation, have been ignored.

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg when a bid is declared unconditional). This date usually comes before the date on which the shares in the acquired company are surrendered, although it may be considerably later than the date when the bid is first announced in the press.

Inquiries concerning this article should be addressed to: Home Financial Statistics (Room 142), Economics and Statistics Division 6a, Departments of Trade, Industry and Prices and Consumer Protection, 1 Victoria Street, London, SW1H 0ET (tel. 01-215 5538).

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Overseas travel and tourism in the second quarter

Provisional figures for the second quarter of 1976 (to be published during November in Business Monitor M6, Overseas travel and tourism) confirm the record number of overseas visitors who have been coming to the United Kingdom this year. The findings of the International Passenger Survey, and including estimates of those from the Irish Republic, show an increase of 14 per cent in the numbers visiting this country compared with a year ago. Visits abroad by UK residents, including those to the Irish Republic, were 1 per cent above the second quarter of 1975.

The number of nights spent by overseas visitors in the UK rose by 4 per cent, but their expenditure of £346 million, boosted to some extent by the more advantageous exchange rate, was 43 per cent higher than a year ago. The number of nights spent abroad by UK residents was 2 per cent less than in the same period last year, the second quarter running that a fall has been recorded. Expenditure abroad, reflecting increased prices generally, rose by 19 per cent compared with 1975.

The favourable balance on the Travel account of £115 million (seasonally adjusted) was the highest ever achieved in one quarter and equalled the total surplus for the four years 1970 to 1973. Although the balance continued to be negative with the non-EEC countries of Western Europe, there was for the first time a small positive balance with the EEC. The surpluses with North America and with other countries in total were at record levels.

Overseas visitors to the UK (excluding those from the Irish Republic)

Visitors from EEC countries in the second quarter of 1976 rose by 21 per cent on the corresponding period of 1975. Large increases were seen from the nearer countries, Belgium and Luxembourg (47 per cent), Netherlands (46 per cent) and France (18 per cent) also for visitors from Denmark (27 per cent). Visitors from Germany and from Italy however, were each only 4 per cent higher. The increase for other West European countries in total was 9 per cent. Visitors from North America rose in total by 13 per cent and for the United States alone by 12 per cent. The total from other countries rose by 9 per cent, among which visitors from the Middle East were 22 per cent higher.

Visitors taking a holiday amounted to 50 per cent of the total, compared with 47 per cent a year ago. Business visits fell from 21 per cent to 20 per cent and those to friends and relatives from 17 per cent to 15 per cent. Visits for other purposes (including those for study, sports events and for shopping as well as those for more than one purpose) remained unchanged at 15 per cent of the total.

Associated with the large increases for visitors from the nearer EEC countries has been an increase in the proportion of those arriving by sea. In the second quarter 41 per cent used this mode of travel compared with 38 per cent a year ago.

Overseas visitors to the United Kingdom (1)

Thousands

		Area of residence				Mode of travel		Purpose of visit			
	Total all visits (1)	W. Europe EEC(1)	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives (2)	Other purposes
1974 – total	7,224	3,141	950	1,755	1,379	4,719	2,505	3,393	1,541	1,281	1,009
1975 – total	8,141	3,599	1,128	1,817	1,597	5,053	3,088	3,795	1,541	1,440	1,365
% change 1975/74	+13	+15	+19	+4	+16	+7	+23	+12	—	+12	+35
1975 1st quarter	1,366	618	207	255	286	953	413	567	342	268	189
2nd quarter	1,947	862	269	456	360	1,203	744	911	413	334	289
3rd quarter	3,207	1,445	401	739	623	1,731	1,477	1,686	354	556	612
4th quarter	1,621	675	251	367	327	1,166	455	631	432	283	275
1976 1st quarter	1,367	608	206	257	295	961	406	548	329	293	196
2nd quarter	2,239	1,041	293	514	391	1,325	914	1,114	443	342	339
Percentage change on year ago:											
1st quarter	—	−2	—	+1	+3	+1	−2	−3	−4	+9	+4
2nd quarter	+15	+21	+9	+13	+9	+10	+23	+22	+7	+2	+17

(1) excluding visits from the Irish Republic (2) visits to friends and relatives Source: International Passenger Survey.

Visits abroad by UK residents (1)

Thousands

		Area of residence				Mode of travel		Purpose of visit			
	Total all visits (1) (2)	W. Europe EEC(1)	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives (3)	Other purposes
1974 – total	9,176	4,079	3,739	420	728	6,035	2,931	6,149	1,514	1,127	386
1975 – total	10,269	4,602	4,170	492	849	6,505	3,608	6,891	1,520	1,282	575
% change 1975/74	+12	+13	+12	+17	+17	+8	+23	+12	—	+14	+49
1975 1st quarter	1,500	618	576	70	219	1,159	324	792	353	268	87
2nd quarter	2,655	1,304	1,019	95	192	1,612	998	1,748	415	270	222
3rd quarter	4,369	2,013	1,841	199	254	2,416	1,890	3,340	333	504	193
4th quarter	1,745	666	734	129	185	1,318	396	1,012	419	241	73
1976 1st quarter	1,433	569	541	75	225	1,122	288	732	399	238	63
2nd quarter	2,683	1,332	987	111	212	1,703	939	1,725	482	291	184
Percentage change on year ago:											
1st quarter	−4	−8	−6	+7	+3	−3	−11	−8	+13	−11	−28
2nd quarter	+1	+2	−3	+17	+10	+6	−6	−1	+16	+8	−17

(1) excluding visits to the Irish Republic
(2) includes cruise holidays not allocated to area or mode of travel
(3) visits to friends and relatives.

Source: International Passenger Survey

Visits abroad by UK residents (excluding those to the Irish Republic)

Visits to West European countries, which accounted for 86 per cent of all visits abroad, were at the same level in the second quarter of 1976 as in 1975. There was a small increase in the number of visits to EEC countries (up by 2 per cent) counterbalanced by a small decline in visits to other West European countries. Visits to North America rose by 17 per cent and to other areas by 10 per cent.

There was a small decline in the proportion of visits that were for holidays, from 66 per cent of all visits a year ago to 64 per cent. Visits for business purposes rose from 16 per cent to 18 per cent of the total and those to friends and relatives from 10 per cent to 11 per cent.

In contrast to the change shown for overseas visitors the proportion of UK residents travelling abroad by air has risen in 1976. In the second quarter 65 per cent of visits were by air compared with 62 per cent in 1975.

Inquiries: 01-212 5773.

Wholesale price indices in October

Output prices

The provisional price index for the home sales of manufactured products increased by 1½ per cent in October to 229.5 (1970 = 100).

The 1½ per cent increase in the October index for manufactured products other than food, drink and tobacco reflected the normal quarterly pattern which has, however, become less pronounced. Price increases were spread across most sectors.

The price index for products of the food manufacturing industry rose sharply again, by 3 per cent in October. Most sectors continued to show price rises with higher prices for coffee and tea and animal and poultry foods making the most significant contributions. This index has increased by 8¾ per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period rose by ½ per cent again to 16½ per cent for October.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry rose by 4½ per cent to 327.1.

The index for materials purchased by manufacturing industry other than the food, drink and tobacco industries rose by 4½ per cent in October. This increase was again due to higher prices for many imports largely resulting from the lower average rate of exchange of sterling against major foreign currencies in October compared with September. The main effect of the further depreciation in the last week of the month will be reflected in the index for November.

The rise of 4 per cent in the index for materials purchased by the food manufacturing industries was again due to higher prices for most home-produced and imported materials. This index has increased by 11½ per cent in the latest three months.

1970 = 100

	August	September p	October p
Output prices (home sales)			
All manufactured products	223.4	226.3	229.5
Products of manufacturing industry other than food, drink and tobacco industries	231.4	233.6	236.5
Products of the food manufacturing industries	232.8	240.7	248.1
Prices of materials and fuel purchased			
By manufacturing industry	304.0	314.1	327.1
materials	311.5	322.7	336.9
coal, gas and electricity	232.0	232.0	233.5
By manufacturing industry other than food, drink and tobacco industries	325.9	334.0	347.8
materials	339.3	348.6	364.1
By food manufacturing industries	253.9	268.9	279.6
materials	253.8	269.5	280.5

p = provisional

The full article will be published next week.
Inquiries: 01-215 3157.

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Retail sales in September

Volume

The final seasonally adjusted index of the volume of retail sales in September is 108.8 (1971 = 100), close to the provisional estimate of 108¼.

Recent figures suggest little change in the volume of trade during the months of the third quarter, following the recovery in July from the lower levels of May and June. Sales in the third quarter were about 2 per cent higher than in the second quarter: however, the average level of trade during the first nine months of 1976 was slightly below the annual average for 1975.

For the main components of total trade, sales by durable goods shops in the third quarter were 5 per cent higher than in the previous quarter. Sales by clothing and footwear shops and by 'other non-food' shops, which include department stores and mail-order businesses, each rose by 3 per cent. Sales by food shops fell slightly between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in September was 15 per cent higher than in September 1975. In the first nine months of 1976, the average value of sales was 14 per cent higher than in the corresponding period of 1975.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) — 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1975	107.9	99.3	114.2	108	121	115
1974 1st quarter	109.6	100.2	116.4	107	122	119
2nd quarter	107.8	101.1	112.6	104	118	115
3rd quarter	111.2	103.0	117.2	110	125	118
4th quarter	111.3	102.8	117.5	107	128	119
1975 1st quarter	111.3	101.1	118.6	111	129	118
2nd quarter	108.9	98.6	116.3	108	130	116
3rd quarter	105.5	97.9	111.0	108	111	112
4th quarter	105.8	99.4	110.4	105	112	112
1976 1st quarter	107.3	99.5	113.1	108	118	114
2nd quarter	106.7	99.3	112.1	106	121	112
3rd quarter	108.7	98.8	115.8	109	127	115
1975 July	105.4	97.7	111.0	110	109	112
August	104.8	97.5	110.2	109	113	110
September*	106.1	98.6	111.6	106	112	114
October	104.8	98.5	109.3	106	108	111
November	105.2	99.6	109.3	102	111	112
December*	107.0	100.1	112.1	107	117	113
1976 January	109.8	100.1	116.9	110	125	117
February	107.1	99.5	112.6	107	121	112
March*	105.5	98.9	110.4	106	112	112
April	108.5	101.4	113.6	106	128	112
May	105.7	98.3	111.1	105	117	112
June*	106.1	98.4	111.8	107	119	111
July	108.3	99.5	114.7	107	127	114
August	108.9	99.5	115.8	109	128	115
September*	108.8	97.7	116.8	111	127	116
1976 April-June	106.7	99.3	112.1	106	121	112
July-Sept.	108.7	98.8	115.8	109	127	115
Percentage increase	1.9	−0.5	3.3	3	5	3

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) — 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1975	174.5	174.6	174.4	172	166	178
1974 1st quarter	136.6	134.6	138.1	139	134	139
2nd quarter	141.0	139.9	141.7	142	136	144
3rd quarter	150.9	147.9	153.1	157	147	154
4th quarter	158.2	155.7	160.0	159	155	162
1975 1st quarter	165.8	162.5	168.2	170	162	169
2nd quarter	173.7	172.3	174.8	168	177	177
3rd quarter	177.0	178.7	175.7	175	161	181
4th quarter	182.1	186.0	179.2	173	166	187
1976 1st quarter	190.2	192.9	188.3	183	176	195
2nd quarter	193.9	199.2	190.0	184	179	197
3rd quarter	203.8	207.6	200.9	195	189	208
1975 July	175.3	176.3	174.5	176	160	179
August	175.8	178.3	174.0	176	160	178
September*	179.2	180.9	177.9	173	162	186
October	177.8	181.0	175.5	173	158	183
November	180.8	185.9	177.1	168	165	186
December*	186.4	190.2	183.8	178	173	190
1976 January	193.2	191.5	194.4	185	185	202
February	189.6	193.7	186.7	182	179	192
March*	188.3	193.3	184.7	182	166	192
April	195.3	200.9	191.3	183	187	196
May	192.1	197.4	188.3	180	175	196
June*	194.2	199.4	190.4	188	175	197
July	199.9	204.0	196.9	189	189	203
August	204.3	208.9	200.9	194	189	208
September*	206.4	209.5	204.2	200	190	211
1976 April-June	193.9	199.2	190.0	184	179	197
July-Sept.	203.8	207.6	200.9	195	189	208
Percentage increase	5.1	4.2	5.7	6	6	6

(†) Including department stores and mail order businesses.

The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked * which are of five weeks. The September 1976 sales period was the five weeks from 29 August 1976 to 2 October 1976. The corresponding period in 1975 was the five weeks from 31 August 1975 to 4 October 1975.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. (See Technical Note in *Trade and Industry* of 14 March 1975.)

The press notice giving the *provisional* estimate of the seasonally adjusted index of the volume of retail sales for October and the increase in the value of sales compared with a year earlier will be published later this month.

Inquiries 01-215 3705.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Hire-purchase and other instalment credit business in September

Finance houses and retailers advanced £319 million in new instalment credit agreements in September (seasonally adjusted), more than on average in recent months. Advances totalled £913 million in the third quarter of the year, 5 per cent more than in the second quarter. Lending by finance houses increased by 2 per cent on average between the two quarters and retailers' advances rose by 7 per cent.

The average weekly value of retailers' instalment credit sales continued to increase during September, bringing the average during the third quarter to 7 per cent more than in the second quarter. Durable goods shops' credit sales increased by a little less and department stores' sales by rather more than this between the two quarters.

The increase in debt to finance houses and retailers on instalment credit agreements was much the same in September as in August. Debt to finance houses increased by £17 million in September and by £60 million in the third quarter, the same as in the second quarter. Debt to retailers increased by £18 million in September and £43 million in the third quarter, following a somewhat smaller increase, of £17 million, in the second quarter. At the end of September the total amount outstanding to retailers and finance houses on instalment credit agreements stood at £2,465 million (*not* seasonally adjusted), 9 per cent more than a year earlier.

Telephone inquiries to 01-215 3162.

TABLE 1 Hire-purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses†		Retailers‡	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1975	2,987	−10	1,201	−55	1,786	45
1974 3rd quarter	651	−22	269	−32	382	10
4th quarter	678	−24	277	−33	401	9
1975 1st quarter	711	−9	286	−11	425	2
2nd quarter	759	14	309	−11	450	25
3rd quarter	748	−5	303	−17	445	12
4th quarter	769	−10	303	−16	466	6
1976 1st quarter	838	35	343	2	495	33
2nd quarter	873	76	385	59	488	17
3rd quarter	913	103	392	60	521	43
1976 January	282	13	111	−8	171	21
February	276	13	111	2	165	11
March	280	9	121	8	159	1
April	291	25	127	16	164	9
May	291	25	126	24	165	1
June	291	26	132	19	159	7
July	290	30	126	24	164	6
August	304	38	129	19	175	19
September	319	35	137	17	182	18
1976 Apr.-Jun.	873	76	385	59	488	17
Jul.-Sept.	913	103	392	60	521	43
Percentage increase	5		2		7	
Debt outstanding at 31 December 1975 (unadjusted)	—	2,320	—	1,423	—	897

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers.' For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
HP and other instalment credit sales in 1966§				
£ million	(862)	(327)	(46)	(489)
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1975	217	161	231	254
1974 3rd quarter	190	138	207	223
4th quarter	199	148	213	231
1975 1st quarter	207	153	228	241
2nd quarter	220	174	223	250
3rd quarter	217	157	229	257
4th quarter	226	163	242	267
1976 1st quarter	240	189	262	272
2nd quarter	238	187	226	273
3rd quarter	256	196	258	295
1976 January	250	204	270	278
February	240	187	257	274
March*	232	180	260	265
April	240	188	200	279
May	241	185	229	280
June*	233	187	246	263
July	240	196	239	270
August	256	194	241	300
September*	267	198	286	312
1976 Apr.-Jun. av.	238	187	226	273
Jul.-Sept. av.	256	196	258	295
Percentage increase	7	5	14	8

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by September 1976 sales was the five weeks from 29 August 1976 to 2 October 1976. The corresponding period in 1975 was from 31 August 1975 to 4 October 1975.

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Symbols used in all statistical tables

.. not available

— nil or less than half the final digit shown

p provisional

r revised

* five-week period

• fifty-three week period

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Monthly

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Quarterly

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Registration of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 5 November 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Incredible Sarah	BR/E 38826/7/11/81	106	5 November	Cinema International Corporation (UK)	Readers Digest Films Ltd
Movietone News 2474	BR/E 38640/7/11/81	8	5 November	British Movietonews Ltd	British Movietonews Ltd
			COMMUNITY		
Emmanuelle 2	EC/38816/7/11/81	80	2 November	Intercontinental Film Distributors Ltd	Trinacra-Orphee Productions, Parafrance Films, Paris
The Bare Breasted Countess	EC/38818/7/11/81	59	3 November	Cinecenta Film Distributors Ltd	Brux International Pictures SPRL, Brussels and Les Films de Mark, Paris
Unfaithful Wives	EC/38819/7/11/81	61	3 November	Cinecenta Film Distributors Ltd	Les Films Hustaix, Paris
Seven Beauties	EC/38823/7/11/81	115	3 November	Columbia-Warner Distributors Ltd	Medusa Distribuzione SRI, Rome
Die Marquise Von O	EC/38824/7/11/81	102	4 November	Gala Film Distributors Ltd	Janus Films, Germany and Films Du Losange and SNEG, Paris
			FOREIGN		
The Song Remains the Same	F 38815	133	2 November	Columbia-Warner Distributiors Ltd	Starmavale Ltd, London
The Bad News Bears	F 38817	103	2 November	Cinema International Corporation (UK)	Stanley R. Jaffe, New York
The Return of a Man Called Horse	F 38820	125	3 November	United Artists Corporation Ltd	Sandy Howard Productions Incorporated, California
Death Master	F 38821	74	3 November	Brent Walker Film Distributors Ltd	American International Pictures, California
Cooley High	F 38822	107	3 November	Brent Walker Film Distributors Ltd	Steve Krantz Productions, California
Survive	F 38825	86	5 November	EMI Film Distributors Ltd	Conacine Films SA, Mexico

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trends in invisible transactions	22 Oct. 1976
(*see also* Overseas trade of the UK)	
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Capital expenditure: manufacturing, distributive and service industries (Q)	1 Oct. 1976
By regions	13 Aug. 1976
Catering trades turnover (M)	15 Oct. 1976
Census of production (A)	2 Apr. 1976
Chemicals industry activity (Q)	1 Oct. 1976
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N. Ireland (M)	15 Oct. 1976
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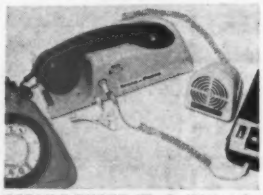

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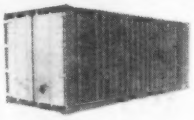

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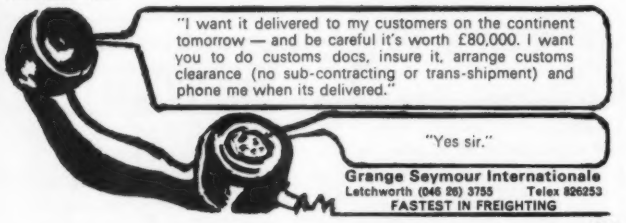
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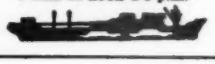

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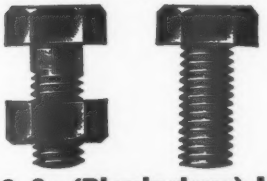

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